# THE

# MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

VOL. XVII

NO. 12

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PUBLISHED MONTHLY ON THE 15TH BY

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### M. C. POSTSCRIPTS

- ★ A hint for plant engineers: If you install your kettle control valves so the steam pressure is on top of the disc when the valve is closed, then you're not apt to be troubled by leaks after the valve has cooled off. It will pay you to read what Johnson and Hieronymus have to say about valves in this issue.
- ★ Mr. Palmer analyzes the reasons for increased hard-candy imports from Cuba. Comment is made on the editorial page. You hard-candy makers will want to watch this situation carefully.
- ★ Dr. Morris Fishbein speaks with authority on medical matters, he being editor of the American Medical Association publications. Naturally, when he talks about candy, we prick up our ears and listen. He granted us special permission to carry his article to the confectionery field in
- ★ A lot of constructive criticism on candies is given by Mr. Lehman in his annual review in this issue. What he has to say will be of interest to the production departments as well as sales organizations.
- \* The annual index in this issue is a most comprehensive one. It is our contention that the kind of service rendered an industry by any publication can be determined in some degree by the usefulness of the publication's annual index.
- ★ The N.C.A. recently took action to admit jobber associations as associate members, as reported in this issue. This points to a closer cooperation between the manufacturers and distributors—a desirable aim.
- ★ The R.C.A. convention in Philadelphia this year will have some innovations. A lot of constructive thought has been given to the program, as reported in this issue.

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POLICY: THE MANUFACTURING CONFECTIONER is essentially a manufacturers' publication and therefore is a logical advertising medium only for confectioners' supplies and equipment. The advertising pages of THE MANUFACTURING CONFECTIONER are open only for messages regarding reputable products or propositions of which the manufacturers of confectionery and chocolate are logical buyers.

This policy EXCLUDES advertising directed to the distributors of confectionery, the soda fountain and ice cream trade. The advertisements in THE MANUFACTURING CONFECTIONER are presented herewith with our recommendation. The machinery equipment and supplies advertised in this magazine, to the best of our knowledge, possess merit worthy of your careful consideration.



• If you want more business, check up on the aroma, flavor and texture of your candy. These three qualities ... and these alone ... mark the difference between a winning product and an also-ran. But remember this ... you're sure of a sales-winner if you use Cloverbloom Albumen!

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Cloverbloom is edible. It is made from 100% fresh, American eggs, changed to powder form by an exclusive process that preserves all the true, fresh-egg aroma and flavor. There's not an ounce of the old-style fermented product

in a thousand barrels of Cloverbloom!

Cloverbloom gives your candies a delicate aroma and flavor never before obtainable — a smooth, even, silky texture... and a quality sales-talk that no competitor can match!

Try Cloverbloom Albumen in your nougats and creams now, and see what a difference this clean, edible, efficient albumen makes. See for yourself why money-makers say "I'll never use anything else again!"

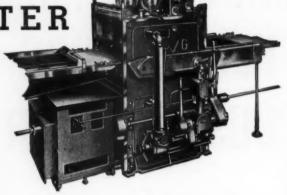
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Type "E" for Steam-Type "G" for Gas

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- 1. Increase production.
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### AN ENGINEER'S REPORT . . .

The following is an extract from an engineer's report who interviewed a Simplex user:

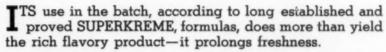
"It was evident that this company is very much pleased with the equipment (Simplex Unit) since they repeatedly emphasized its efficiency, its ease of control, the fact that it could be operated by one man, the fact that it did not require any artificial refrigeration, that it saved time in addition to labor, and above all, that it turned out a very much better fondant."

MANUFACTURED BY

VACUUM CANDY MACHINERY CO., 15 PARK ROW NEW YORK, N. Y.

# Super Flavor in all your Caramels and

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With SUPERKREME, caramels, fudges, kisses, and other pieces retain their original tender consistency, color and appetizing appearance at the point of sale, and under varying climatic changes.

Since 1906 White-Stokes laboratories have specialized in essential ingredients for quality candies. You can rely on SUPERKREME as the finest combination of fresh milk and cream that science thus far has been able to produce for confectionery manufacturing purposes.

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Branches: Brooklyn, N. Y. Los Angeles, California

# SUPERKREME



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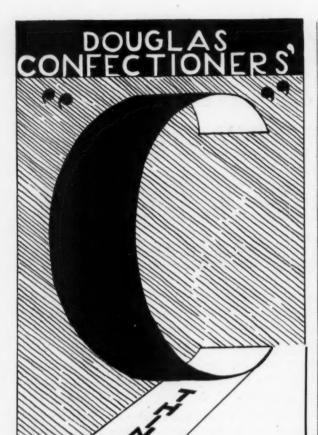
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In your gums and jellies

### FOR

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ALSO TRY

PENFORD CONFECTIONERS'
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FOR UNIFORM QUALITY

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A delicious flavor which has not yet been exploited. Nice and fruity, it is an ideal candy flavor.

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- Fortarom Mango—a natural fruit base slightly fortified, Ideal for cream work.
- Kallistarom Mango—will withstand heat, based on natural ingredients.

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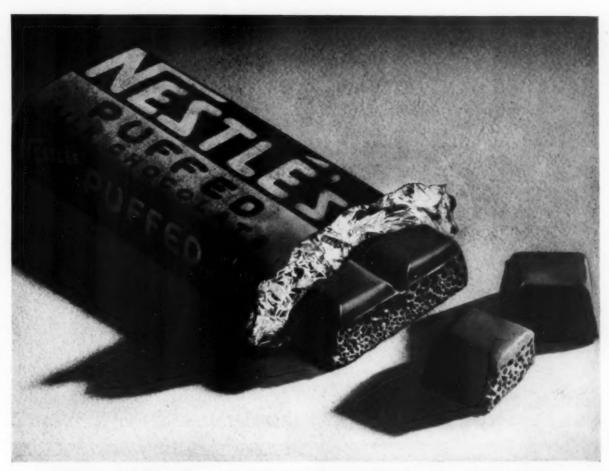
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The bar is actually PUFFED to more than 50% of its original size. Result—a more appetizing, more delicious chocolate bar and amazing sales for you!

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NOTICE TO THE TRADE: Due to the tremendous demand for Nestle's Puffed bar, we may not be able to supply your territory immediately. Our factory is rapidly increasing production however, and our representative will notify you when stock is available.

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LOOKS BIGGER!.. TASTES BETTER!.. SELLS FASTER!



THE MERCKENS CHOCOLATE CO., Inc.

Thanks you for past favors and wishes you

# A Very Merry Christmas

May the NEW YEAR bring you HEALTH, HAPPINESS and PROSPERITY





# Q U A L I T Y F L A V O R S

ANNOUNCING! A NEW FLAVOR

Economical

**Delicious** 

STRAWBERRY Imitation No. 3869

For Cream Centers ONLY 1 oz. per 100 lb. batch For Hard Candies ONLY 2 oz. per 100 lb. batch

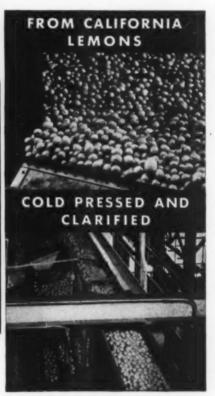
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Be sure to specify it by name: Exchange Brand Oil of Lemon, U.S. P. (Clarified).

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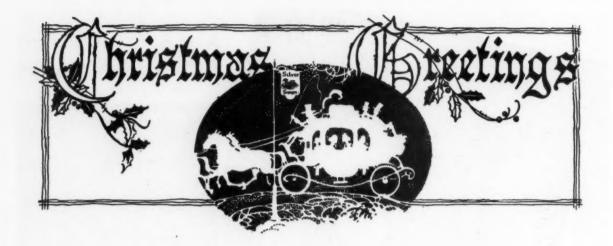
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December 1937

An Open Letter To our Friends:

Two neighbors were shoveling the snow from their sidewalks on Christmas morning. These two had never been friendly. On this morning, actuated by the holiday spirit and their mutual task, they soon became close friends.

Eleven years ago we brought confectioners a basic quality-control product. We have continued to add more products to the R & R line. In the presentation of these R & R Specialties we have backed them up with a friendly service of practical understanding. In this way we have also made many lasting friendships by meeting confectioners on a basis of mutual helpfulness.

Again at this holiday season we rededicate our policy of practical helpfulness to you all, with Best Wishes for your continued health, happiness and prosperity during 1938.

Cordially yours,

ROSS & ROWE, INC.

20

President



R & R SPECIALTIES

# THE

# MANUFACTURING CONFECTIONER

PUBLISHED BY THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY



# VALVES

Hints on their installation, operation and maintenance in confectionery plants

### By EDWARD M. JOHNSON and JOHN W. HIERONYMUS

Consulting Engineer

Engineer, Barrett-Christie Co.

THE selection of valves for confectionery plants, and their installation and maintenance, is a particularly broad subject, since it involves not only all the problems incident to steam generation and distribution, but the subject is further complicated by the fact that the fluids to be controlled range in viscosity from steam, which has virtually no internal friction, to syrup, a highly viscous material that must be kept heated so that it will flow readily. Moreover, there is the important element of sanitation, and the necessity of maintaining strict supervision and control so all the ingredients entering the confection will be kept free from foreign particles and substances. Finally, the frequent operation of valves on such equipment as cooking kettles imposes a terrific strain and wear.

The most important use for stop valves in confectionery plants is controlling the flow of steam, water, syrup and other fluids transported in pipelines. Still another use is the shutting off of kettles, refrigeration coils, traps, and other equipment for repair or replacement. A third use, and an important one, is the part they play in sectionalizing the piping system so that piping or equipment that will be idle for quite some time may be completely isolated from the rest of the system; in the case of steam lines, this saves a considerable amount of condensation and thereby makes for economy in steam-plant operation.

### Selecting the Valve

Where the service conditions impose maintenance problems, the stop valve is likely to be of the globe type, in which the shut-off element is either a composition or metal disc. For syrup, chocolate and other viscous liquids, however, it is desirable in the stop valve that the liquid flow in a straight line from inlet to outlet; valves of the gate type or plug cock type meet this requirement. Used in steam lines or water lines, the globe valve has the advantage that by means of a special grinding tool, the valve seat can be reconditioned, or the seat and disc can be renewed, after removing the valve bonnet and without taking the valve out of the line.

The long tapered seating area of the plug disc valve resists the cutting action of steam and water, and therefore maintenance is not a serious problem. The plug and seat can be supplied in metal of various degrees of hardness, and can be renewed without replacing the entire valve. This type of valve is suitable for throttling purposes.

The gate valve leaves much to be desired from a maintenance standpoint. To dress down the worn seats or to renew them entirely requires taking the valve out of the line. More often than not, such valves are entirely replaced when they become worn. The length of period between replacements depends on the frequency of operation. If operation is only occasional, and care is used in closing to prevent damage by foreign particles, the gate valve will give good service indefinitely without any maintenance whatever.

The term "wire-drawing" is applied to the erosion of valve seats and discs caused by the discharge of steam or air under high pressure through a valve that is slightly open or "cracked." Wire-drawing occurs through failure to close the valve tight.

### Leakage Problems

To eliminate leakage, globe valves located in the steam inlet to cooking kettles should be installed so the steam is on the top of the disc, since then the valve stem is kept hot by the steam and does not contract after the valve has been closed and has cooled off. Moreover, the steam pressure works with the pressure applied by the

valve stem and not against it. If the valve is installed so the steam is under the disc, the valve should be closed a trifle tighter than its normal seating position, or should be tightened further after it has cooled. If this is done, leakage is not apt to occur.

In considering the subject of leaky valves and valve maintenance, one must not overlook the fact that water conditions and boiler operation have an important bearing on the subject. Valves on steam lines become limed up; and if the boiler water is being treated, soda ash or other material may be carried over into the lines and into the valves from the boiler. Boiler priming can do a great deal of harm to valves in the steam lines, but this can be eliminated by proper boiler operation, including correct water treatment and blow-down practice.

The presence of lime or other substances on valve seats creates difficulty in obtaining tight closing. Too much emphasis cannot be placed on the necessity of proper boiler operation if valve maintenance and replacement are to be held to the minimum.

All strain in pipelines should be taken by the pipe itself and not transmitted to the valve body; otherwise leakage of the valve seat might occur owing to distortion of the body. When screwing a threaded valve into a pipeline, it is important to put the wrench on the end of the valve into which the pipe is being screwed, and not on the far end, thereby preventing distorting the body. Pipe cement, or "dope," should be applied to the pipe threads rather than the valve body threads.

### Sanitation

In the packing of valves in confectionery plants, ordinary procedure can be followed, except that in the case of valves in food lines the usual type of commercial packing should not be used, but one should obtain packing especially made for valves in food plants, which leaves no taste, discoloration or odor. On steam lines, lubricated or graphited packing is all right since there is no opportunity here for the grease or graphite to contaminate the food, though even here sanitary packing may be desirable from the standpoint of appearance.

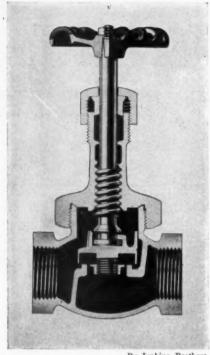
In all food lines, every precaution should be taken that foreign particles do not get into the food.

Some confectionery plants are now using so-called sanitary pipe, valves and fittings for conveying some of their food materials. Union joints enable the entire line to be quickly dismantled, cleaned and re-assembled. This fea-



Sectional View of Plug Disc Valve for Throttling Service.

By Consolidated Ashcroft Hancock Co.



By Jenkins Brothers

Sectional View of Disc Globe Valve

ture is important where cleaning and flushing are desirable at the end of each day's run.

Wherever possible, pipelines are run close to the ceiling in order to conserve floor space. Naturally, this means that some valves will be located in out-of-the-way places where they will be difficult to get at. Such valves may be operated by means of chains or by some form of remote control.

### Reducing the Steam-Main Pressure

For hard-candy vacuum cookers and other equipment requiring less than steam-main pressure, control of the pressure should always be accomplished through pressurereducing valves, which maintain the pressure automatically, rather than depending on hand-regulated throttling valves.

The pressure-reducing valve should be chosen according to the amount of steam it must handle rather than the pipe size of the steam line in which it is to be installed, thus practically eliminating the maintenance caused by wire-drawing of a larger valve when it is operated under a minimum load.

Very few confectionery plants are properly valved. In many places valves have been omitted where such omission does not vitally affect the operation of the plant itself. One might seriously question whether in the long run this is economy. The absence of one valve in a place in the line where a valve should have been installed, sometimes means the shutdown of an entire battery of kettles or an entire department of the plant only because one simple emergency repair has to be made.

When valves are properly installed, maintained in good operating condition, and are used with the end in view of effecting economies in operation and in fuel bills, they are then performing their proper function as economical equipment, and they insure operating economies and a

minimum of operating interruptions.



# Kimbell Candy Company Now Located in Big New Factory

The Kimbell Candy Co. is now operating in its new, modern plant at 6546-56 Belmont Ave., Chicago. It is one of the most completely equipped factories in the country for modern candy making.

The rise of the Kimbell Company is in no small way another of those romances of business with which the candy industry is dotted. It was in 1895—42 years ago—that S. Pooley founded the business, and with one kettle and high hopes began to make candy in a small Chicago storeroom. The first product was quality coconut candy, which immediately gained favorable consumer acceptance. The company today is nationally known for its high quality coconut specialties.

In 1919 Frank Kimbell, now president of the company and well known throughout the industry, also being a director of the National Confectioners' Association, bought out Mr. Pooley's interests. Now associated with Mr. Kimbell are his two sons, Richard and Jack, also a brother, W. E. Kimbell and his son, W. B. Kimbell. Ben Hodson, the plant superintendent, has been with the organization for twelve years and is recognized as one of the outstanding men locally in candy production. R. N. Amster recently joined the organization as sales manager, after having served in an executive capacity with E. J. Brach & Sons, Shotwell Manufacturing Co., and Cherry Specialty Co.

A constantly increasing demand for their line of confections made it necessary for the company to seek larger quarters. About a year ago, Mr. Kimbell and associates

decided to build the new spacious plant. The new structure has more than double the space of the old plant. It is so located and constructed that an abundance of fresh air and sunshine is assured. In its deepest section the new plant measures 350 ft. from front to rear. On the west side of the property a track of the Milwaukee railroad provides shipping facilities, with ample provision for motor-truck movements as well.

The entire layout of machinery is for continuous straight-line production, beginning with mixing and cooking up on the top floor and carrying on the various operations to the packing division and shipping department on the main floor. Floors are cement throughout, equipment is of the most modern character, and every facility is in keeping with modern practice. An unusual feature is the installation of a Scotch Marine type boiler, in which oil is used for fuel, making for spotless cleanliness throughout the entire plant.

In commenting on the company's expansion, President Kimbell said: "We are gratified, of course, over what small measure of success we have achieved in the candy industry, for we always have been keenly mindful of the fact that every new plant erected—every business that flourishes—is a distinct and valuable contribution to the growth of one of the greatest industries in the world. It means more employment, more capital invested, and additional prosperity for the entire industry. And certainly we are not unmindful of the loyalty and friendship of the trade, which has made our growth possible."

### Jobbing Situation Discussed at N. C. A. Directors' Meeting

A great attendance marked the Board of Directors' meeting of the National Confectioners' Association, held at the Palmer House, Chicago, December 6 and 7, at which a number of timely subjects were discussed.

The Board endorsed what had been done by the executives since the last Directors' meeting and passed a resolution of thanks to the officers and the people in the office, and also disposed of many important routine matters.

Otto Schnering, Chairman of the Merchandising Advertising Committee, presented a well-developed, simplified, workable advertising program, which was enthusiastically endorsed.

A committee was appointed to collaborate with the Associated Retail Confectioners' Association and local groups in promoting Sweetest Day. It was thought that Sweetest Day was very helpful and should be revived wherever there is a sentiment among the local jobbers and retailers for such activity.

The question of distributors occupied more time for discussion and deliberation than any other subject.

The Robinson-Patman Act was discussed, as well as Fair Trade Practice Acts.

After consideration of the Jobbers' Relations Committee report, the executives were instructed to continue cooperation with jobbers' associations and do all within their power to improve the jobbing situation. The by-laws were amended to permit jobbers' associations to join the National Confectioners' Association as Associate Members.

Returned goods was discussed and the thought developed that the policy for returned goods promulgated by the Association several months ago had been very beneficial to jobbers and to manufacturers, and the officers were instructed to continue to promote this policy with manufacturers and jobbers.

### Record Production of Tootsie Rolls

Sales of "Tootsie Rolls" for the first eleven months of this year totaled more than \$2,000,000, which is higher than the total sales in any previous year, according to Bert Rubin, president of The Sweets Co. of America. This famous confection, which has been manufactured for more than 40 years, will be advertised twice as extensively during 1938 as it was this year.

# The Disintegration of Sugar in Chocolate Refining . . .

By A. ADAMS LUND

Research Director, Lund Laboratories, New York City

E OWE to the microscope our present rapidly expanding knowledge concerning the disintegrating properties of the various forms of sugar which are available for use in chocolate. These sugars are at present three in number: (1) ordinary powdered "4X" or "6X," which is to say, unmodified granulated cane or beet sugar; (2) grained sucrose magmas (actually, dried comminuted cane sugar "fondants" of varying degrees of purity)—collectively known as "transformed" sugars; and (3) anhydrous corn sugar, or refined dextrose.

That the two more recently developed forms (transformed cane sugar and anhydrous corn sugar) are both superior in disintegrating quality to regular powdered granulated sugar there can be no doubt. What discussion has appeared in the trade press on the subject has had to do with the relative efficiency and desirability of these two sugars rather than with the question of whether or not they are superior to the older powdered 4X.

Comparison studies in photomicrography support this attitude and tend to show that to attain any given degree of particle fineness, less milling is required and less power expended using either transformed sugar or anhydrous dextrose than where ordinary powdered cane or beet sugar is used (see particle counting report above and comparison photos on page opposite).

### Comparison Batches Made to Test Disintegration Factors

The batches of coating from which the slides for the photographs on the opposite page were made were prepared on a granite 3-roll refiner under identical operating conditions.

The results of the first grinding reflect the initially finer state of subdivision of the fondant type of "transformed" cane sugar crystal. The dextrose used was the regular fine crystal anhydrous corn sugar which is available commercially. It appears to have been initially coarser in screen than the powdered cane sugar which comprised the third comparison sugar.

By the time these three sugars have been over the rolls

of the refiner for the third time, however, we find that a profound change has taken place. The powdered 4X batch now lags very definitely behind. The corn sugar batch is perhaps 10 per cent smoother than the transformed sugar batch, a result that is not surprising, since the breaking up of the loosely bound crystal aggregates which comprise the transformed sugar particles has already been reflected in the superior performance of this sugar during the earlier stages of the refining process. We are now down to solid individual sucrose crystals, the structure of which is apparently no different from the structure of any other sucrose crystal and no less hard.

### Fragility of Anhydrous Dextrose Crystal Shown at Half-Way Mark

The anhydrous corn sugar batch at this point shows up approximately 44 per cent smoother than the batch made with regular powdered 4X.

After the three batches have been over the rolls for the fifth time, a relatively uniform state of fineness is found to have been achieved in all samples, the prolonged refining having made up for the differences in the disintegrating qualities of the three forms of sugar. In this particular series of readings there would seem to be some slight advantage in favor of the anhydrous corn sugar batch, but all three batches are so very close that it would be an unwise prophet who would venture to predict the relative standing of the three sugars at this stage of the milling process on any subsequent test.

Interesting, however, is the observation of one of the writer's colleagues, who recently examined this set of photos, that the disintegration of the cocoa mass appears to have been less complete in the powdered 4X batch than in the batches made with anhydrous dextrose and transformed cane sugar.

### Conclusions

From the standpoint of susceptibility to mechanical disintegration, anhydrous corn sugar and transformed cane sugar are both substantially superior to the ordinary pow-(Turn to page 40)

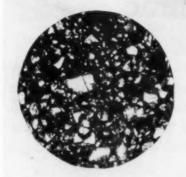
### Microscope Particle Counts on Experimental Coating Batches by the Lund "Screen Test" Method

	Number of	t	37	L 6	D1-1-		Proportion of
	fields				Particle		total count
Sample	reported	<6>	5 <5>	4 <4>	3 <3>	2 <2>1	coarser than 4
Once Over the Ro	olls:						
Cane Sugar	10	22	26 25	21	60	82	22.7
Trans. Sugar	10	12	25	37	88	97	14.3
Anhyd. Dextrose		33	28	40	52	48	30.3
Three Times Over	Rolls:						
Cane Sugar	10	17	25	30	75	109	16.4
Trans. Sugar		10	19	43	90	123	10.2
Anhyd. Dextrose		9	15	44	81	112	9.2
Five Times Over	Rolls:						
Cane Sugar	10	0	. 2	19	55	147	0.9
Trans. Sugar		0	3	17	47	129	1.5
Anhyd. Dextrose		0	0	21	64	130	0.0

(Details of the Lund "screen test" method of particle counting will be presented in the next chapter of this article, to appear in the January issue.)

# What the Camera Shows-

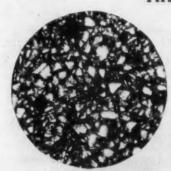
ONCE OVER THE ROLLS

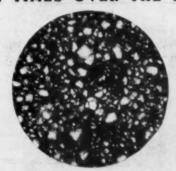


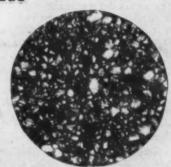




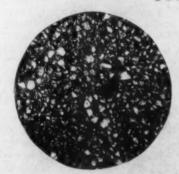
THREE TIMES OVER THE ROLLS







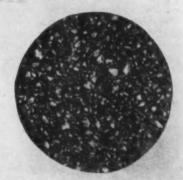
FIVE TIMES OVER THE ROLLS



Powdered CANE SUGAR



"TRANSFORMED" SUGAR



Powdered ANHYDROUS CORN SUGAR

# **REVIEW OF 1937 CONFECTIONS**

# Trends Seen in Candy Clinic

\*By ERIC LEHMAN

Monthly Clinic Superintendent of THE MANUFACTURING CONFECTIONER

A LL told, 233 confectionery items were examined by the Candy Clinic during 1937. These confections, purchased at retail counters in all sections of the country, ranged in size and price from salted nuts and 1c pieces to assorted chocolates in packages selling as high as \$2.00 per pound. The following review covering the different classes of products examined each month reflects the character of goods offered the trade during the past year.

### Holiday Packages

In the January Clinic we examined holiday chocolates. We have the same remarks to make this year as we did last year in regard to this class of confections. These chocolates were priced from 99c to \$2. The boxes in most cases were of good appearance, and some were large enough to hold seven or eight pounds of candy. When opened, some of these were a sad sight. The top layers, as a rule, were well packed, but the remainder of the box looked as if the candy were dumped in instead of being packed. In most boxes cups were not used; a few did have cups for the top-layer pieces. In some boxes we found considerable tissue paper and dividers that did not help the appearance of the box when opened.

A box of this kind should be carefully planned as to size, number of layers, size of pieces, and if dividers are to be used they should be made of heavy board. These boxes do not have to contain 5 lbs.—2½ or 3 or 4 lbs. can be packed in a box of this kind. If the candy is good and the box is priced right, repeat business can be expected.

The coatings used on most chocolates that were examined were anything but chocolate. Some were tasteless; others had a rank taste and color. Dipping and strings were carelessly done, but some pieces were barely covered.

The centers were poorly made; we of the Clinic often wonder how such tough, poorly made creams can be made from sugar and corn syrup. While we are talking about cream centers, we can say that we seldom have a chance to examine a box of candy and find good cream centers. Regardless of the price, the same condition is found—dry, tough centers. We find centers that are too hard, others are too soft, and some eat like putty—all in the same box. Flavors and colors are never consistent. Good cream centers are one of the easiest of centers to make if a little care is taken by the candy maker.

In the holiday boxes the top layers were well packed and the assortment was fair. In the balance of the box, it seems that anything goes—all creams, or all caramels, or all nougats, etc.

There are still many manufacturers who do a large business with 5-lb. holiday boxes, year after year, because they put out a good box of candy that is fit to eat, and when the consumer wants a box of this kind he will look for the same name on the box that he bought last year.

We find more novelties each year priced from 5 to 25

REVIEW of the different classes of confectionery examined by the Candy Clinic during the past year, and featured exclusively by this publication . . .

cents. Some of these novelties are outstanding. Kiddies would sooner have a novelty then a box of candy.

### Hard Candies

Hard candies have been improved, and the cheap pail goods are not being handled as much as they were a few years ago.

### Salted Nuts

Salted nuts and chewy pieces were included in the February Clinic. The salted-nut business is not coming back very fast, but there has been a decided increase in the sale of bulk salted nuts. We notice that most all good drug stores and some retail candy stores have a small case devoted to salted nuts. There are not as many 5 and 10-cent bags of salted nuts to be found as formerly. Nuts have gone up in price the past year, and the use of cellulose bags has added further to the cost of this item. A few small manufacturers are still putting out 5 and 10-cent cellulose bags. The 5-cent bags of salted peanuts are still the large sellers on the stands in railroad depots, subways and elevated stations. Very few are to be found in retail stores.

### Chewy Candies

Chewy candies are becoming very popular, and we find some very fine 5 and 10-cent packages. The so-called toffees are being made by almost every manufacturer, but some of these are very poor eating. Some of these chewy pieces are flavored with butter flavors, also some with rum flavors; both of these flavors are good if the right amount is used. Many of these flavors are, of course, cheap, and when put into the hot candy they turn rancid. We find many of these toffees have rank rum flavors. Again, some have a very cheap condensed-milk taste. Some very neat and attractive wrappers and containers are used on the 5-cent packages.

### Chocolates Up to \$1 Per Pound

The March Clinic schedule called for chocolates priced from 29c to \$1 per lb. The high cost of cocoa beans the first part of the year almost ruined the 29-50c boxes. Instead of using cocoa beans and cocoa butter, many used cocoa coconut fats to make their coatings. Some of these, mostly the light coatings, were rank.

We found centers in some of the cheap boxes that were better than the centers in some \$1 boxes, and we also found centers in \$1 boxes that belonged in the 30c and 40c

In most all boxes, the poorest of all the centers were the cream centers. Flavors were mostly imitation; in many

pieces it was not possible to identify the flavor, and many centers were rank and unfit to eat. Caramels, taffies and molasses pieces were as a rule, fair eating, and the same can be said about nougatines and jellies. In many pieces, we found that the raw materials were good but the workmanship had ruined the eating qualities by too high or low cooking, scorching, lack of salt and, most of all, lack of good flavors.

Packaging has been greatly improved; the boxes were neat and attractive, and care had been taken in the packing and

in the appearance of the inside of the box.

Regardless of the price, we would suggest that the box be carefully planned for size and appearance, number of pieces to the pound, size of assortment and, above all, the

quality of the candy.

The outstanding boxes that were the large sellers this year were the small pieces—so-called miniature chocolates. We found these boxes of miniatures priced from 60c to \$2 per lb., and of course we found all kinds of quality in these boxes.

The 50 and 60-cent boxes are still the large sellers; the \$1 boxes are coming to the front but still have a long way to go. The bars, penny pieces and bulk chocolates are still the large tonnage producers.

### **Higher Priced Chocolates**

The April Clinic included assorted chocolates priced over a dollar. We find very few \$1.50 and \$2.00 boxes on the market today. Any box priced over \$1 should represent the very last thing in box, coatings, centers and assortment, but such is not the rule. Manufacturers many times use their \$1 chocolates in these boxes, with a few fancy top pieces. The finest kind of coatings and raw materials should be used in the centers. The box should be neat and attractive but not gaudy. Assortment, top, pieces, dividers, etc., should be carefully planned so that the box will be as good as it looks before it is opened. Many of these boxes had expensive tops, but when opened, they were found not to be up to the standard of boxes of this price.

### Easter Goods

The May Clinic called for Easter and moulded goods. The Easter novelty packages and pieces are becoming very popular priced, from 5 to 25 cents. The manufacturer should bear in mind in making his Easter line that the kiddies like novelties more than a small box of candy. We found some outstanding novelties that were cheaply priced.

Cream and fruit eggs are still large sellers, but the hollow and solid chocolate pieces are right up in front. The manager of a large chain store says that the hollow and solid moulded pieces were outselling the cream eggs, also that the cheap novelties are selling better every year. He also stated that he had a barrel of jelly beans left over this year, though in previous years he never had enough on hand.

Instead of preparing a June Clinic report, we went to the N. C. A. convention, and a good time was had by all. The Clinic would like to make a few remarks that may interest the production men. We attended the Production Session at the convention, and overheard such remarks as "Old stuff," "Hooey," "Who ever heard of that fellow," "Why didn't he keep his job if he is so good," etc., etc. The meeting started with a handful of men, and near the end we counted twenty people present. We happen to know that a great deal of time and money was spent by the committee to make this Production Session a success, but it failed.

None of us in the business are so smart that we cannot learn something about our jobs. We would like to see something done about the Production Session at the convention that will be a help to all. How about some of the Candy Clubs making a suggestion or two? We get a great

deal of good information, and many times learn a few things in talking to the boys when they are visiting around the different rooms. How about a Round Table discussion with some beer, no speakers, just a good old candy talk by all production men? This was suggested by a lady, but she did not say anything about the beer. We think it is a good idea and feel sure we all can learn something to take home with us.

### Marshmallows

Marshmallows, caramels and jellies were examined by the Clinic for the July issue. The marshmallow business has not made a good showing the past year or two. We can say that there is a decided improvement in the quality of undipped marshmallows. The prices are cheap enough and the packages are better looking than ever—neat and attractive printed boxes and very good-looking cellulose printed bags. Marshmallows were very popular a few years ago, but everybody started to manufacture them and put them on the market and some were anything but good-eating candy. After the consumer gets something he cannot eat it takes a long time before he will take a chance on the same kind of candy again.

### Caramels

Caramels also have showed a decided improvement in quality, chiefly in the 5c packages. These packages were well put up and were good-eating caramels. The 1-pound boxes priced at 20 and 39 cents, however, were nothing to brag about, but we found some very good caramels priced at 50 to 60 cents per lb. Milk products are still high-priced raw materials, and the cheap 20 and 39-cent caramels were made of the cheapest milk powders and paste. To make a good caramel, it takes some butter and cream; nothing else can give the same flavor or texture.

### Jellies

Jellies have been improved by the use of pectin. There were some very fine pectin jellies with some natural fruit in them which were priced from 20 to 60 cents per lb. Again, flavors are the bad actors in jellies. We suggest that fruit oils be used, not imitation flavors. Many times good extracts are used in jellies, but these will not stand up as well as good oils. There also is a decided improvement in gum drops. This type of candy is rapidly going out and is being replaced by pectin pieces. Gum drops, like marshmallows, were on the top, but with the cut in prices and quality they have gone the same road that many other good candies have gone.

### Summer Candies and Packages

Summer candies and packages came under our scrutiny for the August Clinic. The chain stores have specialized in summer pieces sold in bulk. The quality of this candy was surprising, it being well made and good eating. One manufacturer has said that he sold more summer candy to the chain stores this past summer than he ever did before.

We found a number of summer packages priced from 19 to 60 cents in drug stores and railroad depots. Some of these boxes contained good candy, but when the heat touched them they were a mess. In putting out a box of this kind, the only way that the candy will stay in good condition is to wrap each piece in wax paper or moisture-proof cellulose; also the box should be wrapped in moisture-proof cellulose.

The mint variety boxes are good sellers during the hot weather because this type of candy "stands up" and is good

eating.

In putting out a summer package, be sure to make the right kind of candy—one that will "stand up." Test it out a long time before it is put on the market. A good business can be built up during the hot months if the

package is carefully planned and the candy is good eating. If chocolate-coated pieces are going to be used, use milk chocolate.

### Bars

The month of September covered a wide field in examining bars. Here again the trouble starts from the hot weather. Some bars we received to be examined were a sad sight. Many bars were well made, but little thought was given to the wrapper. Any undipped bar should have a sealed wrapper. Many of the bars had two wrappers—an inside wrapper of wax paper and an outside printed glassine wrapper. These bars as a rule were in good condition. Foil and cellulose wrappers are the best for chocolate-coated bars.

The fudge bars are still bad actors. Some of these examined were not even fudge—just fondant—Cocoa was used for color; again some were made from scrap. Most all were tough and not good eating.

Grease coatings that were used on many bars last year did not make a good showing this summer; we saw very few on the counters. Regardless of how good a grease coating is, it does not make good-eating candy.

The large bars were not as large as they were a few years ago, but the quality has been kept up. A number of the old 3 and 4-ounce bars have disappeared from the market. The manufacturer cannot make a living profit on these bars, and use quality raw materials. We also notice that the chain stores, except the cigar stores, are not selling bars at three for ten cents.

### Home Mades

For the October issue, "home mades" and small packages were examined. The wholesale manufacturer cannot do much with home mades, as they do not keep in good condition for any length of time. A number have tried to put a box on the market but have never been successful. This type of candy belongs in the small retail store, where it can be turned over quickly.

### Small Packages

Small packages, at 10, 15 and 25 cents, are selling a trifle better. The retail stores are showing more of these packages, as they move quickly and make a good pocket package. The quality of these packages has been improved and there is a large variety. If the quality is good, the consumer will look for the manufacturer's name when he is buying a pound box.

### Cordial Cherries

Our schedule for November called for cordial cherries, panned goods and 1c pieces. Cordial cherries are slowly disappearing from the market. We found a few in the high-grade retail stores, but very few are sold.

The cordial cherries that were very large sellers some years ago are "going out." There are a few cheap cordial cherries priced from 25 to 30 cents per pound on the market. Some of these cordial cherries are good for the price; others are of the rankest kind of candy, with very cheap coatings, hard tasteless cherries and dry hard fondant instead of a cordial. We found some good cherries priced at 1 and 2 cents apiece.

We found cordial pineapple, cherries, raisins, strawberries, etc., in \$1 boxes of candy that have little if any flavor. In making any kind of cordial fruit, use a good flavor in the cordial; do not depend upon the fruit as there isn't enough flavor in the fruit to flavor the cordial.

### Panned Goods

Panned peanuts and raisins are the outstanding pieces. Jordan almonds have about "passed out." As cordials, we found a few in the high-grade retail stores, but as one retailer told us, "We keep them to decorate the showcase. Now and then we sell a pound." At one time, the chain drug stores sold a large amount of these almonds at 29 cents; even at this price, they sell very few today.

### Penny Pieces

The quality of penny pieces is outstanding and getting better each year. The candy is well made, neatly wrapped and of good quality. Some of the manufacturers who are making 1-lb. boxes selling at 50 and 60 cents can get some good ideas of quality and workmanship from these penny pieces.

The condition of the raw-material market the past year has caused some changes in the candy business. The first part of the year cocoa beans were at their highest price. The cheap business houses had to "cut" the coatings on their goods; some used a little cocoa and coconut oils; some made coatings that we could not tell what they were made of. Milk products are still very high, and some of the light and milk coatings suffered. The light coatings were very poor and some were rank.

We found the quality of undipped goods greatly improved, and many houses were pushing their undipped lines of candies.

The \$1 boxes are on the "up grade," but the 50 and 60-cent boxes are still the best sellers. The small pieces or miniature chocolates are the large sellers, and it looks as if they are here to stay. We also hear that a retail chainstore company making a line of chocolates that run from 20 to 25 pieces to the pound, have had their best year. So it looks as if the small 80-100 and the 20-25 pieces to the pound are the outstanding sizes of chocolates that the consumer is looking for.

In closing, I wish my many friends and readers a busy and a profitable New Year.

Yours for Better Candy,

ERIC LEHMAN.

### A. R. C. Convention to Have Novel Features

Several unusual features are in store for those who will attend the 22nd annual convention of the Associated Retail Confectioners of the United States, to be held on Monday, Tuesday and Wednesday, June 6 to 8, at the Bellevue-Stratford Hotel in Philadelphia, Pa. A number of talks by outstanding authorities have also been arranged.

For the first time at these conventions, a "candy style show" will be held this year, this being on Monday night, in which "candy queens" will participate in the demonstration of outstanding merchandise, with special entertainment. On Tuesday morning will be held the "candy clinic," under the same excellent supervision as last year. A demonstration of newspaper advertising will be given on Tuesday afternoon, with all the Philadelphia newspapers cooperating, and on Wednesday morning the convention will be treated to an "experience meeting," which will precede the reports of the standing committees and election of officers.

C. B. Larrabee, managing editor of *Printers' Ink*, whose talk on packaging was one of the high-lights of last year's N. C. A. convention, has been invited to give an address on the same subject. A talk on trade promotion will be given by Professor Hess, of the Wharton School of Finance, University of Pennsylvania.

An Easter clinic will be conducted by Past President Herbert Dimling, whose whimsical comments and humor on similar occasions at past conventions will cause this to be one of the most looked for features of the conven-

On the last day a trip will be made to points of interest.

# A Christmas Riddle . . . .

### Question:

How can hard candy be delivered in New York or New Orleans at a price lower than granulated sugar can be purchased in these cities ?

### Answer:



BY R. W. PALMER



### Comparative Costs of 100 POUNDS HARD CANDY Made in U. S. A. and Cuba, Delivered New York

		U. S. A.	CUBA
(Ca Oct.	lculate Nov Br	ed from "M. C.". Aug., r., 1936, and Dun & adstreet, 1935.)	
Granulated Sugar	4.85	(U. S., Nov., 1937)	1.80
Package Materials	0.18		0.20
Manufacturing Labor	0.49		0.40
Packaging Labor	0.06		0.05
Prime Cost	5.58		2.45
Factory Burden	0.17		
Other Expenses	0.67	(Overhead, 8% Imposed)	
Processing Tax [Included in Duty Sugar Price			0.50
		for Cuba)	0.92
Direct Freight (Sea Train) in carload lots to New York or New Orleans			0.45
Profit (Average 0.3% with maximum 6.4% for U. S.)	0.02	(8% Imposed)	0.21
Price of Hard Candy de-			***************************************
livered New York	6.44		4.73
Selling Expenses	0.59		0.59

HEN we were asked this riddle, we, like you, laughed "ha! ha!" and we asked in turn where the catch was. On being told that there was no catch at all but a serious problem for manufacturers of hard candy in America, we spent a sleepless night in trying to solve the riddle. With the aid of the "M. C.," Dun & Bradstreet statistics, U. S. Government Tariff Regulations and telephone and cable to Havana, we found that our sleeplessness was justified.

Without guaranteeing the figures above as being absolute, we know them to be at least comparable. Further, the higher the U. S. figures are made, the worse the situation looks, for the Cuban estimates are, if anything, on the high side in any case. Hard candy may, of course, be made in New York from turbinados or, preferably, from liquid sugar at a differential of 30c to 40c below the figure shown for granulated sugar; but even then the Cuban product would be highly competitive. Given an 8% profit

to the manufacturers in Cuba, there still remains a nice hefty profit to the handlers in New York, who can either undersell the U. S. manufacturers or pile up a nice bank account before the business could be stopped by legislation.

Who will be the gainers by this perfectly legitimate, if unethical, procedure? Clearly the manufacturers of hard candy in America cannot benefit since their profits are already insignificant, according to statistics; nor can the U. S. sugar refiners; nor in the long run is it to the advantage of the Cuban sugar men.

Perhaps if American capital is invested in the project, the profits will come to the investor; and maybe little American girls and boys would love to have cheaper hard candies if they could get them. Otherwise it is a pretty lugubrious outlook.

Meanwhile, what can manufacturers of hard candy in the U. S. A. do to meet this menace?

# The Truth About Candy

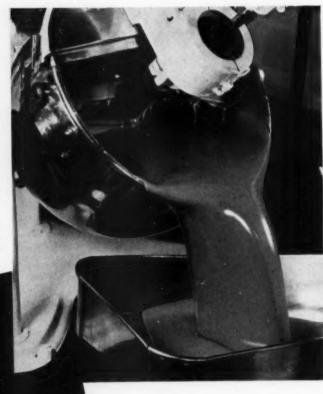
From HYGEIA. "The Health Magazine," Publication of the American Medical Association

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What is the place of candy in the diet? Should it be eaten between meals? Is it fattening? Should children be allowed to have it? An eminent medical authority answers these questions.

WELL BALANCED diet includes ample amounts of proteins, fats, carbohydrates, minerals and vitamins as well as roughage. Protein foods are used primarily for building and repairing tissue. Carbohydrates and fats provide energy. The fats also include fatsoluble vitamins. Minerals are necessary for the development of many constituents of the cells of the body. The vitamins are important for growth and health. The absence or deficiency of any of these important substances may bring about serious defects in growth and may result in degeneration and even in death of the body cells.

The balancing of a diet involves the taking of all these necessary substances in their proper proportions. A human stomach can hold just so much. If it gets too much of



Candy was once manufactured under all sorts of uncontrolled conditions. But now the candy industry itself has taken care of these points in the manufacturing processes. Above is a photo showing the clean manner in which modern candy-makers operate.

Sterile utensils and clean ingredients are now the candy kitchen's stock in trade. Since candy has assumed an honorable estate in the diet of today, scientific improvements and good manufacturing conditions are imperative to public health.



The use of a scoop for handling candy during its manufacture lessens considerably the danger of contamination. Millions of pounds of candy are sold every year in the United States, and at least a hundred thousand people handle these materials before they reach the consumer. So, sanitary handling is vital.

but in addition to the essential food substances. When candy is taken after a meal as a form of dessert, it tends to produce a sensation of satisfaction. If it is taken before a meal, it tends to satiate the appetite and to interfere, therefore, with the consumption of the necessary food substances. Dr. Mary Swartz Rose has said that sugar creates an appetite not for other foods but for itself. The candy eaten brings about a desire for more candy rather than for milk, bread and butter.

Candy was once manufactured under all sorts of uncontrolled conditions. As a result, candy was frequently sold in insanitary and even dangerous form. Gradually, however, the candy industry itself has taken care of these points in candy manufacture. Most of the candy sold in reliable shops today is free from bacterial contamination, from visible dirt and from other similar dangers after it

is sealed in the original containers.

In a series of investigations of candy recently carried on by an investigator, it was found that such contamination of candy with germs as really occurs is sometimes due to the use of unsterile ingredients, such as nuts. However, stick candies are more liable to be contaminated than those that are not sticky. Germs from fingers adhere to sticky candies. The use of the scoop for handling candy lessens the danger of contamination. In most candy factories nowadays, the materials used are heated to such a temperature that there is little danger of bacterial invasion.

Millions of pounds of candy, perhaps more than a billion pounds, are sold every year in the United States. At least 100,000 people handle these materials before they reach the ultimate consumer. Safe handling is important.

One of the most significant features in our changing food habits in the past century has been the increasing use of sugar. The amount of per capita consumption has risen from less than 9 pounds in 1823 to approximately 100 pounds at present. In other words, although sugar represented less than 2 per cent of our total intake of energy-yielding foods in 1823, it now represents about 21.6 per cent.

Overindulgence in sugar has frequently been considered a national dietary fault. It has been said that much of the increase in diabetes is due to the inordinate use of sugar. It has also been said that sugar is easily susceptible to fermentation and therefore tends to disturb digestion. True, there are more cases of diabetes than there used to be, because more people are living longer and diabetes is liable to come on during the later years of life. Furthermore, it is a question whether sugar disturbs the digestion much more than excess of any other substance might disturb digestion.

Before the coming of the machine age, much more work was done by the muscles of man than is now performed. The development of elevators, motor cars and other types of vehicles places less and less demand on the muscles of the body. Hence all of us require fewer calories per day now than people in similar occupations used to require.

What then is the place of candy in the diet? Certainly

one thing, it is unlikely to be able to handle enough of another. Moreover, our appetites are individualistic and capricious. If we are sufficiently hungry, we will eat almost anything in order to stop the pangs of hunger. If we are not especially hungry, it is quite possible to ruin an appetite by having the wrong kind of food or too much of one or another food early in a meal.

The Council on Foods of the American Medical Association, a distinguished body of authorities in the field of medicine and nutrition, has given serious consideration to the place of sweets in the diet, especially of children. That council points out that sweets which consist essentially of sugars are likely to be taken in excess because of their highly pleasing flavor. The average child has a "sweet tooth." He is not likely to care for foods that are insipid in their taste or that may incline toward sourness or hitterness.

Now pure sugar supplies only energy material for activities of the body; it does not contribute the structural components that are required for good nutrition. For that reason, concentrated sweets when used in excess are harmful, especially in the case of children. The reason is, of course, that concentrated sweets impair the appetite for other highly necessary foods that lead to a reduction in the intake of milk, eggs, fruits, vegetables, meats and cereals.

The chief and perhaps the only danger of eating candy is the fact that it may replace entirely other articles in the diet

Candy should be eaten not in place of any other foods

it may be useful when eaten at meals in addition to the most essential foods and not in place of them. Perhaps it may be useful between meals for the type of hunger that develops in a child after he has been playing outdoors for an hour, or two, burning up the tissue of his body by an excessive output of energy. Failure to supply the body with a sufficient amount of carbohydrate foods will cause the body to use up the protein material from the tissues for energy when needed. That's why marathon runners are advised to suck candy tablets!

Let us see how the idea arose that candy would damage teeth. For years, doctors thought that the eating of candy was the cause of decaying of the teeth. There is now considerable doubt that the eating of sugars is in any way definitely related to the decaying of teeth. Really the explanation is simple. Teeth require for their growth certain essential foods, including calcium, phosphorus and the vitamins. There is no way for the teeth to grow properly unless they have the materials needed for tooth building. These materials are supplied by food. If the diet contains so much sugar that the proper amounts of essential food substances are not included, the teeth will not get the building materials that they need.

No doubt it is quite possible for any parent to educate a child as to the place that candy should occupy in his diet and in that way inculcate discipline in relationship to habits of food that will be useful throughout life.

Parents unfortunately are not as careful as they should be in relationship to the amount of candy that a child is given. Far too often the parent will purchase a package of candy and after sampling the package, turn over the entire package to a child, who then eats himself sick on this food. The same parent would hesitate to give the child a package containing eight cream puffs or a dozen bananas, yet he will not hesitate to give a child a package containing a quarter of a pound of candy. Moreover, children who go considerable distances to attend school may be given five cents or a dime with which to purchase some dessert. Around every school or every corner will be pushcart venders or stores where the child buys more candy than he ought to eat at one time.

Train the child to understand that a certain amount of candy may be satisfactory but that excess may produce considerable harm. Candy eaten with a proper regard for its food value and its limitations may be not only harmless but under the right conditions desirable. Candy, as prepared nowadays with fruit and nuts, makes a useful addition to the diet.

# Oxidized Cacao Butter as an Aid in Preventing Fat-Bloom

By DR. W. CLAYTON

A reply to Mr. Whymper's article in "The Manufacturing Confectioner," September, 1937

Mr. Whymper in a recent article (The MANUFACTURING CONFECTIONER, September, 1937, p. 27) asks for practical details concerning the use of oxidised cacao butter in order to inhibit fat bloom on chocolate. Such informatoin, while of obvious importance to the manufacturer, is clearly out of place in a scientific paper dealing with the essentially theoretical aspect of the subject. (J.S.C.I. LVI, 196T-199T. 1937.)

The chocolate employed was a straightforward couverture which was in regular employment for a medium-class article. The composition was: total fat 36%, sugar 45%, cacao particles 19%. After refining with part of the added cacao butter the powder was transferred to a Petzholdt "conche" and incorporated with the remainder of the fat. The treatment was continued for 10 hours.

This batch of chocolate was then halved, and after tempering one portion was run in the enrober in the usual way, while oxidised cacao butter to give ½% was added to the remainder.

Enrobing conditions for each batch were identical, the machine employed was a Baker Perkins (England) continuous enrober. The conditions were as follows:

Enrobing tem	pe	ra	it	u	re			٠	0	0			92-93° F
Enrobing room	1												72° F
Receiving room	m												60° F
Chilling tunne	1												47-48° F.
Dew point													43° F

The covered centres were collected on trays and not handled until the following day. A definite difference in colour existed between the two batches, that containing Oxidised Cacao Butter having a richer velvety brown colour due to the peptisation of the cacao particles.

Standard centres were used together with those known to give trouble—i.e., Brazil Nuts, coconut centres and caramel made with a low melting point fat (24° C.).

The samples were then kept for 1 year in a bacteriological incubator maintained at 24° C. (75° F.) and for 1 year at room temperature which fluctuated between 45° F. and 80° F.

After 3 days' incubation the nut and caramel centres of the control had bloomed and after 3 weeks all samples showed signs of bloom. The treated couverture showed slight bloom on the nut centres in 3 weeks and slight bloom on the caramel after 1 month. All other centres were in excellent condition. Subsequently the caramel centres became the more badly attacked.

Obviously the addition of Oxidised Cacao Butter to a chocolate can only be effective as long as the initial system remains unchanged. Partial melting of the chocolate will allow deterioration by bloom, as will a melted fat or oil in the centre which may cause changes and possibly solution of part of the crystallised glycerides. Even in such extreme cases the addition of Oxidised Cacao Butter has been of benefit. Samples sent to India on return showed signs of melting having occurred, but the samples containing Oxidised Cacao Butter were noticeably superior.

As far as possible no chocolate centre should contain fat with a melting point below that of cacao butter.

Since fat bloom is associated with the cacao butter itself, it is not to be expected that a remedy will simultaneously provide a cure for sugar bloom which is essentially of a hydrophilic nature. There is little doubt, however, that in due course even this evil will be a thing of the past.

### Awards for Merit in Packaging

Personnel of the Jury of Award and details of the seventh competition for the Irwin D. Wolf Awards for Distinctive Merit in Packaging are announced by the American Management Association, sponsoring organization for the annual competition.

Packages may be submitted up to February 9, 1938. Offices of the Irwin D. Wolf Awards Administration have been established at 232 Madison Avenue, New York City, and further information in regard to entries can be secured there.

All packages entered will be shown as a featured section of the 8th Packaging Exposition to be held in the Palmer House, Chicago, March 22 to 25, 1938.



New Faster - Made Pieces Are More Tender and Stay Fresher. Send for Samples and Details.

The way to improve the quality of your bulk jelly goods and yet keep the cost down is simply this: Use the best jellifying ingredient, Exchange Citrus Pectin for Confectioners.

It makes clear, sparkling, tender, fresh - keeping pieces

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Mark for attention of .....

We accept your offer to send us a generous sample of Exchange Citrus Pectin and formulas, together with complete instruction manual.

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—pieces with any desired degree of tartness, hence with more refreshing flavor.

It lets you get a day's run of goods out in a day because it sets quickly. No drying room is needed. Ideal for bulk packing.

To prove these advantages to yourself at no expense, mail the coupon for free samples and complete cost and production information.



### Hard Candy from Cuba

THE increase of hard-candy imports from Cuba is causing concern in some quarters as to how it is possible to lay down Cuban hard candy in New York for less than the New York manufacturer has to pay for granulated sugar alone, before it is processed into candy.

That this sort of thing is real and not a fantastic dream, is shown by an inspection of import data. In August, 1936, Cuba shipped 7,856 lb. of candy into the United States. In the following January this had risen to 58,137 lb., and in February Cuban candy imports had reached the amazing figure of 174,698 lb. Imports since that time, up to September, 1937, has varied from a low of 125,805 in August to a high of 316,857 lb. in July.

Although these figures are not large enough to threaten the American production of hard candy, nevertheless any manufacturer in Cuba who finds it profitable to ship 170,000 lb. of candy per month into the United States will probably strive to increase this tonnage as fast as a market can be developed for it.

In this issue Mr. Palmer gives a chart itemizing the costs entering into the manufacture of Cuban candy and its shipment to the United States, including duties and taxes, and he shows that it is not at all impossible to engage in the hard-candy business in Cuba, with the United States as a market for the output.

It is to be hoped that the situation will in time correct itself—at least, that it will not get any worse. If imports show any further tendency to increase, it will be up to Congress to remedy the matter. It is supposed that Congress had no intent, at the time the 1930 Sugar Act was passed and the Cuban trade agreement (which dates still earlier) was made, to turn the manufacture of hard candy from a domestic industry to a foreign one.

### The Candy Clinic's Policy

THE new 1938 Candy Clinic Schedule appears in this issue. An innovation in the new schedule is the inclusion of foreign candies, scheduled for the April Clinic. The old-established policy of the Clinic to analyze only those confections purchased by the Clinic buyers in retail establishments has been strictly followed, without exceptions, up until recent months. Because of many requests from manufacturers for a Clinic report on some new confection or one that had not met a good public response, the Clinic has deviated from the former policy to the extent that it will now analyze confections submitted by the manufacturer, provided the confection is received to correspond to the Clinic Schedule—that is, if it is marshmallows, for example, it must be received by June 1 for inclusion in

the July Clinic, at which time marshmallows are scheduled. Since the adoption of this new policy, many confections have been submitted direct from manufacturers for analysis. The report of such analysis is published along with the other Clinic reports, but only the manufacturer is provided with the code number assigned his particular

The Clinic receives from time to time requests for the manufacturer's name corresponding to a certain code number. Such requests cannot be granted for obvious reasons, but in such cases the manufacturer is informed of the request, and then it is his privilege, if he wishes to exercise it, to supply the inquirer with the information he requested.

The Clinic is intended to be of service to the confectionery manufacturer, and the policies were established with that end in view. These policies, however, are not so rigid that they cannot be deviated from when it is evident that the change will best serve the interests of all manufacturers.

### Candy as a Food for Children

IT IS to be hoped that Dr. Fishbein's article in this issue on "The Truth About Candy" will forever lay low the bogey about candy being unfit or dangerous as a food for children, and that it will bury the corpse so deep that no one will dare to disinter it, at least not without the consent of the nation's leading medical authorities.

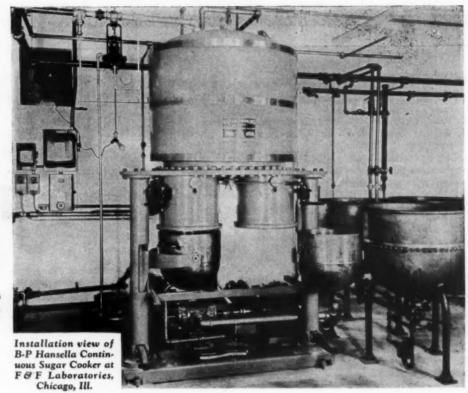
We believe all confectionery men will agree that Dr. Fishbein takes a calm, common-sense attitude in this article. Those who have followed carefully these many years the discussions pro and con regarding feeding candy to children, might feel that Dr. Fishbein has or has not contributed anything new to the debate.

However that may be, the significant thing is that the article was printed in a publication of the American Medical Association, of which Dr. Fishbein himself is the editor. Moreover, this publication is widely recognized as doing a good work in popularizing medical science and disseminating authoritative information on the subject. Being written for the layman, this magazine is widely read by men and women in all walks of life who take an interest in matters pertaining to health. To this great army of readers, this article will no doubt help to allay some of the unfounded fears about candy, and should contribute immeasurably to an understanding of the function of sugar and candy as foods and when and how candy may be eaten by children without the ill effects that may succeed an inordinate use of "sweets."

Dr. Fishbein's article is a great step forward in public education on the subject.

The CHOICE of the QUALITY CANDY





# "Hansella" Continuous Sugar Cooker

### **OUTSTANDING FEATURES:**

Higher Vacuum-better gloss and texture.

Absolute Uniformity from batch to batch.

The Only Cooker which both cooks and "vacuumizes" the candy continuously.

Built to Exacting A. S. M. E. Specifications. Each unit bears Hartford Underwriters Stamp of Approval.

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# **Baker Perkins**

# NEWS OF THE SUPPLY FIELD

EQUIPMENT · MATERIALS · MARKET INFORMATION · FIRMS · PERSONALS

### Death of Arthur David Armstrong

Arthur David Armstrong, secretary of Fritzsche Brothers, Inc., New York, died suddenly at his home, 127 Lincoln Road, Westfield, N. J., on Sunday morning, November 28. Born in Andes, N. Y., November 12, 1883, he had just entered his 55th year.

Next to his family and his business, Mr. Armstrong's fondest attachment was to the activities of outdoor life. He indulged in golf and fishing at every opportunity, and on the day before his death played eighteen holes of golf. He was a man whose friendship it was a privilege to have, and only those who enjoyed this distinction and knew intimately his sincerity and fine depth of character will appreciate fully the loss his business associates have just sustained.

After obtaining his B.S. degree from Syracuse University in 1907, Mr. Armstrong became affiliated with a Syracuse, N. Y., firm as its consulting chemist. On June 1, 1913, he came to Fritzsche Brothers. In July, 1913, he was appointed first resident manager of the company's Philadelphia office. His outstanding qualities and alert handling of difficult sales matters, together with his brilliant writing, soon attracted the attention of the home office and he was transferred to New York. In 1919 he was appointed assistant secretary and in 1927, after the death of Mr. Koehler, succeeded the latter as secretary.

Mr. Armstrong was an active member of the Essential Oil Dealers Association of the U. S., and in December, 1936, he became president of the Association. He was active also in many other trade groups.

Surviving Mr. Armstrong are his wife, the former Nell Boden Dick, a son, Robert S., and a daughter, (Mrs.) Dorothy Boden Milton.

### Economy Equipment Moves to Larger Quarters

The Economy Equipment Co., Chicago, Ill., have moved to larger quarters at 223 N. Wolcott St., from their former address on West Pershing Road. The new location has a two-story-and-basement building, which will provide much better facilities to serve the confectionery and biscuit industries. The move was made because of increased business and the need for more manufacturing space.

### New York Manufacturers and Supply Men Hold Dinner

The second get-together dinner of candy manufacturers and supply men sponsored by the Association of Manufacturers of Confectionery and Chocolate of the State of New York was held on the evening of December 3 in the Hotel Pennsylvania in New York City. As a start in the effort to promote a closer cooperation between the candy manufacturers and the supply trade, the Association a short time ago opened its membership to the supply men for admission as associate members. A total of 125 were registered at the recent dinner.



New plant of Polak's Frutal Works, Inc., at 36-14 35th St., Long Island City, N. Y., which includes executive offices, warehouse and manufacturing facilities. The company, whose main plant is in Amerisaort, Holland, is enlarging and extending its widespread activities.

### O. M. Fish Joins Fischbeck Organization

Charles Fischbeck Co., Inc., of New York City, have added to the personnel of their organization Ozro M. Fish, who has several years' experience in selling essential oils and aromatic chemicals. Mr. Fish will cover Chicago and surrounding territory, with his headquarters in the Wrigley Building with Davis & Davis, Inc., Chicago representatives of Charles Fischbeck Co.

### New Elbow-Propeller Type of Pump

A new line of elbow-propeller circulating pumps to handle not only water but also semi-viscous liquids, especially liquors, sugar juices, paper stock, and the like, is offered by the Worthington Pump & Machinery Corp., Harrison,



N. J. These pumps, compact and sturdy in design, may be installed in pipelines for booster or circulating service, the small number of vanes and large openings providing a large streamline-flow channel. Internal bearings and ball-type thrust bearings are provided, and the units are suitable for any type of drive. They range in capacity from 1,000 to 2,000 gallons per minute, at heads up to 20 ft.

# TECHNICAL DIGEST

### Agar Solidity Tester

A. Itano and Y. Tsuji. J. Agr. Chem. Soc. Japan 13, 236-40 (1937).

THE TESTING of the solidity of agar gels to an accuracy said to be within 0.1% of the differences in agar content is claimed for their device by two Japanese investigators. The solidity of the gel varies with different brands of agar and thus affords a basis of qualitative as well as quantitative evaluation of the agar for the manufacturing confectioner. It is to be presumed that the tester described will prove equally applicable to the testing of pectin jellies.

### **Temperature Conditions in Boiler Furnaces**

Ralph A. Sherman. Brick and Clay Record. 91, 142, 144 (1937).

THE BOILER furnace is the heart of the factory. A recent investigation discloses that for all types of furnace the amount of air required to develop 1,000 B.t.u. of heat is about 3/4 lb. or 10 cu. ft. Flue capacities, etc., should be adjusted to take care of this requirement if maximum working efficiency is desired.

### Device Suitable for Testing Liquids for Glucose

Arthur Wright, U. S. Patent 2,092,566. Sept. 7, 1937.

THIS PATENT covers a colorimetric testing paper for determining the presence of glucose (dextrose) in "suspect" liquids. The paper comprises a heat-resistant sheet formed from asbestos and a binder such as starch containing bismuth subnitrate reducible to a black bismuth-containing substance. In the preparation of the test paper, the surface portion is made light in color by burning out the binder so that the testing surface becomes adapted to absorb a glucose-containing liquid and to show a dark color when heated. . . . Interesting, but why?

### **Grinding and Mixing Machines**

Leo Theiner. Brit. Patent 466,921. June 8, 1937.

IN A MACHINE adapted to grind chocolate that comprises parallel rollers forming a trough, end plates are provided and mixing effected by a roller that revolves faster than the other rollers and is spaced therefrom, or by two mixing rollers rotating in opposite directions, one being a high-speed roller.

### Action of Sulfuric Acid on Glucose and Sucrose

K. Aswath, N. Rao and P. L. N. Rao. J. Annamalai Univ. 6, 155 (1937).

GLUCOSE (dextrose) is not charred by concentrated sulfuric acid at temperatures below 25° C., nor by a 1:1 dilution of the acid at 50-80° C. Sucrose, on the other hand, darkens rapidly in both cases.



Makes any candy that requires cooking and mixing. Model "S," double or single action. Model "K," single action.

# (1) No Scorching

# (2) Low Cost

# (3) High Production

Three reasons for the great popularity of Savage Portable Fire Mixers among confectionery manufacturers. Either Model "S" (illustrated) or Model "K" gives perfect satisfaction and turns out the same high-grade Caramel, Fudge, Nougat, Peanut Brittle and Peanut Candies. Supplied complete with electric motor, gas furnace, and one heavy copper kettle. Model "S" made in three sizes: No. 1—12 gallons; No. 2—17 gallons; No. 3—20 gallons. Special sizes also available on order. Model "K" in No. 2 and No. 3 sizes. High-grade materials used in mechanical parts. Write us your requirements.

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CONCENTRATED GENUINE Whole Bean COFFEE

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TRUE-FLAVOR CARAMEL

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These flavors are the newest creations of the laboratories that gave you some of your finest flavors, including CONDENSED MAPLE and LIQUID LICORICE. Write for samples today.

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### Carrier Corporation Now Using Silica Gel as Dehumidifying Agent

Silica Gel deliumidifying equipment has now been made available to their industrial and commercial clients, says a recent announcement from the Carrier Corporation, Syracuse, N. Y.

With this recently developed equipment, dehumidification, as one of the essential functions of air conditioning, is accomplished by the application of the dehydrating quality of a solid absorbent designed as "Silica Gel." Silica Gel is a hard, synthetic substance having the appearance of clear quartz granules. Structurally it is extremely porous.

Silica Gel has the quality of taking up 40% of its weight in moisture, and even when completely saturated, will seem perfectly dry and show no increase in volume nor change in chemical composition. The moisture is readily expelled by the application of gas heat so that the Silica Gel is capable of absorbing a like quality of moisture again. Silica Gel can be used indefinitely without deterioration.

The equipment used to "dehydrate" air by this principle is now fully developed and is automatic in its operation. Essentially, it consists of a series of Silica Gel trays or beds, with motor-driven fans to convey the air to be dehydrated, a gas heater to produce "reactivating" air, and automatic controls for continuous operation-all self-contained in a suitable housing.

Thus the moisture content in air (humidity) can be controlled independently of the temperature of the air. This is particularly desirable for applications requiring lower-than-average humidities for process purposes as well as for general air-conditioning.

### Packages Use Many Millions of Exposition Emblems

Use of food-packaging materials for extraneous advertising has hit a peak with the current campaign of the Golden Gate International Exposition. With the opening of the Exposition in San Francisco in February, 1939, as the goal, already 225,000,000 has been the approximate circulation achieved for Exposition emblems on packages of regional concerns.

Some of the major users of these emblem packages are: Blue Bird Potato Chips, 75,000,000 bags; Thomas M. Royal Bag Co., 55,000,000; Jolly Roger Sandwich, 12,000,000; Cooperative Manufacturing Co., 6,000,000; Milo Coffee, 1,000,000.

Besides these, thousands of candy boxes, wooden boxes, and cartons imprinted with emblems and slogans have been distributed through the Haas Candy Co., California Wooden Box Co., and other packaging concerns.

### Quick-Drying, No-Odor Paint

Valdura Casein Paste Paint is being featured by the American Asphalt Paint Co., 43 E. Ohio St., Chicago, Ill., for use in confectionery and other types of food plants, or wherever food is handled.

This paint is said to be free from all typical paint odors. Though it has a slight pine-oil odor, this is said to disap-

pear immediately after applying.

This product is made in white and eight intense colors. White is said to reflect 90% of the light. One coat, it is claimed, covers any surface, including white over black, and the paint dries in 40 minutes. The paint spreads easily without the usual "drag" and can be applied with a wide brush, thus reducing by as much as one-half the usual painting time. It can be applied to any paintable surface, including new plaster. One gallon covers between eight and nine hundred square feet of smooth, previously painted surface, one coat. Only water is used as a thinner.

# ON THE RECORD

During 1937, scores of manufacturers accepted the cooperation of our Technical Service Department in working out formulas to include the use of Cerelose (pure Dextrose sugar) in their products.

Without exception, every one of these manufacturers report complete satisfaction with Cerelose, either in improvement of their products, reduction of costs or increased sales.

CORN PRODUCTS SALES COMPANY
17 Battery Place New York

P. S. If you would like to learn about our service, just drop us a post card. It entails neither cost nor obligation.

# Flavor and Color Sell the Product!

### The Deciding Factors In Deciding Flavors

There are three all important factors in deciding upon flavors.

- Here, we feel that a flavor is not the matter of one individual's taste. Kohnstamm Flavors have been created to definitely express the Public's preference.
- 2. It is easy to learn what the Public will "take to". The "difficult trick" is to produce flavors which exactly interpret it. We have 87 years of experience to guide us.
- 3. That more leading concerns use Kohnstamm Flavors than those of any other manufacturer... is no accident. You need them, too! We can prove it by improving your product. Let us send you a sample that was designed for your Public—regardless of whether you serve just a county or the entire country... what flavor shall we send?



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CINCINNATI
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DALLAS
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MINNEAPOLIS
NEW ORLEANS
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87 PARK PLACE, NEW YORK

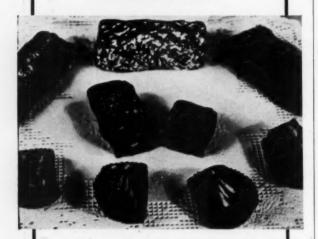
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# YOUR CUSTOMERS WILL LIKE PLASTIC CHOCOLATE WITH

# TOASTED BRAZILS

. . . timely chocolate pieces inexpensive and easy to make



Now, at the peak of the chocolate season, you'll want to include these fast-selling Braxil Nut confections in your line. Toasted, sliced Braxils give these tidbits the crunchy quality and tempting flavor that so many people like. It's a quality candy with a quality taste—yet easy and inexpensive to make.

When you sell Brazil Nut confections, you tie-in with wide popular demand. Four consecutive years of national advertising have whetted the nation's appetite for Brazil Nuts. This fall, sixteen million salesmessages in leading women's magazines will make special mention of the Brazil Nut candies on sale at confectionery stores. Carry them in your line. The economy of Brazil Nuts permits a generous margin of profit.

Have us send you the formula for this Brazil Nut confection—one of the many created especially for the Brazil Nut Association by the Applied Sugar Laboratories, under the personal supervision of Mr. James A. King. Just mail the coupon below.



BRAZIL NUT	ASSOCIATION,	Dept.	MC-12
60 Hudson Str	set, New York		

Please	send	me	those	free	formula	booklets.
--------	------	----	-------	------	---------	-----------

Address	
City	

### CONFECTIONERS' BRIEFS

The SIRIANNI CANDY Co., of Cumberland, Wis., has purchased the RICE LAKE BOTTLING WORKS, of Rice Lake, Wis. The deal included the building, stock and machinery. The Sirianni company conducts a wholesale business in 11 counties in northwestern Wisconsin.

The UNION LABEL CANDY Co., of Milwaukee, Wis., has been incorporated by Louis Solomon, Bernard D. Heifetz and E. C. Heifetz, of 2759 N. Teutonia Ave., to deal in candy. Capital consists of 200 shares of stock at \$10 each.

ALBERT S. COLEBROOK, with a long and honored career in the confectionery industry, died in Woodbury, N. J., on October 27, at the age of 78. Mr. Colebrook was president of the National Confectioners' Association in 1920. He retired from the confectionery industry in 1933, at which time he was president of the Rochester Candy Works.

ROCKWOOD & Co.'s booth at the first annual convention of the National School Cafeteria Association, held at the Morrison Hotel, in Chicago, on November 11 and 12, attracted a great deal of attention, and many valuable contacts were made, says HENRY W. KING, in charge of Rockwood's Midwestern office in Chicago. WALTER A. RAU, Rockwood's representative calling on Chicago jobbers, was in charge of the booth. Managers of school cafeterias from all over the United States were in attendance.

GREAT BUCKEYE CANDIES, INC., is the successor to L. D. Bader Candy Co., Akron, Ohio. This company makes Bullet Pops, a specialty with them, suckers and five cent items. C. Frederick Bahr is president of the company.

CUSHMAN'S SONS, INC., New York City, are no longer manufacturing their candies.

E. J. FARRELL is the new head of the candy and bakery department for William H. Block Co., Indianapolis, Indiana. This department store manufactures an extensive line of candies.

WILLIAM H. FUNKE, 70, for 47 years associated with the Joseph B. Funke Candy Co. of LaCrosse, Wisconsin, passed away recently.

PETER PAUL, INC., Naugatuck, Connecticut, reports net income for seven months to July 31, \$299,663, equal to \$2.07 a share on 144,894 capital shares.

### Customers Get Courtesy Cards For Florida Golf Course

Courtesy cards good for ten days at Clark's Sunset Golf Course, located in St. Petersburg, on the west coast of Florida, are being offered by the Clark Brothers Chewing Gum Co., Pittsburgh, Pa., to their customers in a letter the company has sent out to their jobber and chain-store accounts. The letter tells of the beauty of the golf course, and the advantages of St. Petersburg as a winter resort. Enclosed with the letters are post-card folders showing ten views, in colors, of the golf course. Many requests have been received for these cards, says Alan F. Clark, manager of the company. The only strings attached to the offer are that the user notify the company of the exact dates when he expects to visit St. Petersburg.

### SPECIALISTS

in the

CHEMISTRY

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- Confections
- Cacao Products

## The LIPEOMETER

FOR DETERMINING COCOA BUTTER

Manufactured by

# SCHWARZ LABORATORIES, Inc.

ANALYSTS

CONSULTANTS

202 East 44th St.

New York, N. Y.



 $\begin{aligned} \text{PRICE} & \div \text{SERVICE AND} \\ & \text{SATISFACTION} &= \text{COST} \end{aligned}$ 

How much do your belts cost?

The cost of any belt can never be determined until the life and satisfactory performance is summed up.

The initial price paid for a belt is unimportant. The final cost is the only basis of comparison.

All of our belts, such as GLAZED ENROBER, END-LESS ENROBER CANVAS AND BATCH ROLLER BELTS, are so made that they have greater tensile strength—give wonderful service—longer life and wear.

With the performance and satisfaction our products render, plus our low prices, you are assured of the lowest final cost.

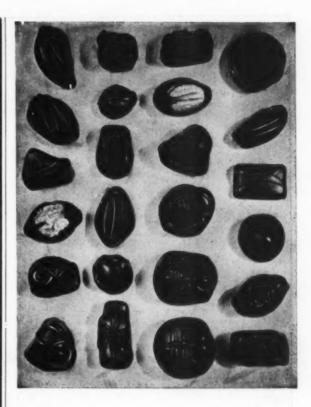
The same applies to our CARAMEL CUTTING BOARDS.

Send us a trial order and be convinced.

SERVICE-SATISFACTION-SAVINGS

OSS BELTING & SPECIALTY CO.

1750-1756 Berwyn Ave. - CHICAGO, ILL.

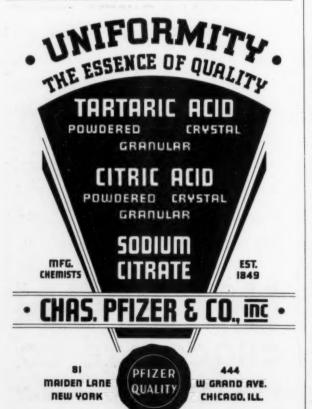


WHEN you buy chocolate coatings, it is well to make sure you get all of the qualities that make for increased sales and repeat business. Hooton's Chocolate Coatings give you these plus values . . . delicious flavor, unrivaled smoothness, proper color, never-varying uniformity. And it is for these reasons, they are so widely used. Tell us to send samples. Put them through their paces. You be the judge. Fair enough, isn't it?

# HOOTON CHOCOLATE CO. NEWARK, NEW JERSEY



In Canada: Nulemeline Ltd., 1410 Stanley St., Montreal



# Southern Jobbers Discuss Price Maintenance Agreements

More than 200 Southern candy men attended the six meetings held November 15th to 20th by the Southern Wholesale Confectioners Association, Inc., and listened intently to the explanation of the use of the State Fair Trade Acts in resale price maintenance given by Max F. Burger, executive secretary of the National Confectioners Association.

S. W. C. A.'s secretary, C. M. McMillan, who attended all the meetings, stated the jobbers in attendance exhibited great interest in the Acts and confidence in the possible use of these state laws in relieving the jobbing industry of cut-price conditions. He expressed belief, however, that there must be a widespread awakening of interest among candy jobbers generally before the manufacturers of candy would undertake the establishment of resale prices.

A number of plans were advanced for awakening jobbers, these ranging all the way from questionnaires to intensive field work. Florida jobbers, meeting at Jacksonville on November 19, agreed to underwrite the expenses of Secretary McMillan in touring Florida for the purpose of carrying the story to every wholesaler of confectionery.

Following a conference with President C. E. Morgan, who attended the Charlotte meeting on November 20, the S. W. C. A. announced that it would send out the questionnaire to jobbers seeking to obtain the following:

- 1. Whether they favor setting of resale price by the manufacturer.
- 2. Whether they are willing to enter into a contract with manufacturers.
  - 3. How many candy salesmen each employs.
  - 4. How large an area is govered by each.
- What percentage of volume is bought direct from manufacturers.

On receipt of this information, traveling men and manufacturers will be furnished with a chart showing the attitude of those in each Southern market.

The Louisville meeting, which opened the series on Monday, November 15, was the largest of the six. More than fifty jobbers, traveling men, and manufacturers attended, including several from Southern Indiana. E. L. Wolff, president of the Fall Cities Wholesale Confectioners Association and State Chairman of the S. W. C. A., presided. A dinner for the officers of the Falls Cities Association with Mr. Burger and Mr. McMillan as the honor guests was given preceding the meeting.

On November 16, a meeting was held at Memphis, Tenn., with the states of Tennessee, Arkansas, Mississippi and Alabama represented. Howard Bugg, state chairman for Tennessee, presided.

The New Orleans meeting, held on November 17, was presided over by Oscar Elmer, vice-president of the newly formed New Orleans Candy Club. Approximately 25 attended, representing Louisiana, Mississippi and Alabama.

The November 18 meeting, held in Atlanta, Ga., recorded a representative attendance of Georgia jobbers, traveling men, and manufacturers. The spirited discussion that followed Mr. Burger's talk continued throughout the luncheon and was participated in by traveling men as well as jobbers. Approximately 25 were present.

The meeting at Jacksonville on November 19, while showing the smallest attendance of any, was one of the most enthusiastic. Those present showed an unusual understanding of what is needed to bring about general adoption of resale programs; and laid definite plans for stimulating a widespread interest among the jobbers as a whole.

The final meeting, held at Raleigh, N. C., on November 20, was attended by about fifty, representing South Carolina, Virginia and North Carolina.

### CONFECTIONERY BROKERS

### H. L. BLACKWELL COMPANY

3930 HUECO STREET EL PASO, TEXAS

Territory-Texas, New Mexico and Arizona

### MIMIKOS & MIMIKOS

CANDY BROKERS 1014 Porter Street DETROIT, MICHIGAN

### DONALD A. IKELER

2029 E. Main Street KALAMAZOO, MICHIGAN Territory: Michigan

### THE EDWARD M. CERF CO.

740-750 POST STREET SAN FRANCISCO, CALIFORNIA Territory: Pacific Coast and Inter-Mountain

### R. G. PENNINGTON

MANUFACTURERS AGENT 909 Blythe Avenue DREXEL HILL, PENNSYLVANIA

### JAS. M. ROTHSCHILD CO.

CONFECTIONERY BROKERS 24 W. Connecticut St. SEATTLE, WASHINGTON

### HAMPTON FLEMING & SON

MANUFACTURERS AGENTS 1622 Grove Avenue RICHMOND, VIRGINIA

### Condensed Whey in Candies

Considerable research has recently been done by the U. S. Bureau of Dairy Industry relating to the utilizing of the by-products of dairy manufacture, particularly whey, says O. E. Reed, chief of the Bureau in his recent annual report.

Mr. Reed reports that sweetened condensed whey may be incorporated in various types of candies. The most promising of these is made by whipping concentrated sweetened whey, incorporating nuts, coconut, or other flavoring material and drying until it acquires a light crumbly texture free from sandiness. Sweetened condensed whey has been used by the Bureau as a source of whey solids in other types of food products. For example, it may be combined with fruits to make whips and frozen desserts, and a small quantity mixed with jam makes a product that can be whipped to about 100% overrun and, because of its high air content, does not have the intense sweetness and richness of ordinary jam.

To preserve whey for use in food products, sugar is added to the pasteurized whey and the mixture is concentrated to a heavy syrup. This sweetened condensed whey may be easily manufactured by any factory having a vacuum pan. It will keep in sealed containers without refrigeration for months.





### **BETTER MADE**-thanks to **Ideal Air Conditions**

Life Savers' famous Fruit Drops reach the customer hard. "handleable," and palatable . . . be-cause they are cut, packed, and wrapped under ideal air conditions.

Sturtevant Air Conditioning tem maintains these conditions. It assures a better product, speeds wrap-ping, prevents spoiling and delays.

Louis Sherry, Wil-bur Suchard, and Hardie Bros. are a few of the others who use Sturtevant Air Conditioning. Let us put our long experience in the candy industry to work on your problem.



### COOLING & AIR CONDITIONING CORP

(Division of B. F. Sturtevant Co., Hyde Park, Boston, Mass.) ATLANTA CAMDEN CHICAGO GREENSBORO
LOS ANGELES NEW YORK

# EXPERIENCE COUNTS

in Air Conditioning as in all other things.

We KNOW from "Experience" how to solve the various Air Conditioning problems of the Confectionery and Biscuit plants.

This "Experience", designed and built into ECONOMY Air Conditioning equipment, results in greater efficiency and dependability.

Let our "Experience" serve you.

### **Economy Equipment Company**

538 W. Pershing Rd. - - - - Chicago, Ill.

New York, N. Y.

BAKER SERVICE, Inc. 507 E. 3rd Street Los Angeles, Calif.

ECONOMY EQUIPMENT CO. 538-40 W. Pershing Road, Chicago, Illinois

Send Us Literature

"LUSTER-KOOLD" CONVEYORS	
□ ECONOMY DRY CONDITIONER	CONDITIONER  ECONOMY BELTURN
Firm India	ridual

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# THE CANDY MAN'S CALENDAR

1938

### IANUARY

1938

PLANNING SEASON FOR WHOLESALE MFRS.: Easter and Mother's Day packages planned.

Happy New Year!

### 2 Sunday

PITTSBURGH-Jobbers Salesmen's Assn. of Western Pa., at Webster Hall.\*

### 3 Monday

CHICAGO—Candy Production Club of Chicago, at Lake Shore Athletic Club.\*
CHICAGO—Chicago Candy Club, at Maryland Hotel.\*
SYRACUSE, N. Y.—Central N. Y. Candy Jobbers, at Hotel Syra-

cuse.\*\* Almost time for delivery of St. Valentine's Day and Washington Birthday lines.

### 5 Wednesday

DENVER-Colorado Confectioners' Assn., at Oxford Hotel.†
FALL RIVER, MASS.—Southern N. E. Wholesale Confectioners'
Assn., at Remington Hall, Y. M. C. A.\*
LAWRENCE, MASS.—Wholesale Candy Jobbers' Assn., at Y. M. C. A.† PHILADELPHIA—Retail Confectioners' Assn. of Philadelphia, Inc., at Turngemeinde Hall, 1705 N. Broad St.\*

### 6 Thursday

CINCINNATI-Cincinnati Candy Jobbers' Assn., at Grand Hotel.\* SCRANTON, PA.-Keystone Jobbing Assn., at Chamber of Commerce Bldg.† YONKERS, N. Y.—Westchester County Candy Jobbers' Assn., at Jewish Community Centre.

### 7 Friday

DETROIT—Wolverine Candy Club, at Norton Hotel.\*
LOUISVILLE, KY.—Falls Cities Confectioners' Club.\*
PHILADELPHIA—Retail Confectioners' Assn., at Hotel Majestic.\*

### 8 Saturday

KANSAS CITY, MO .- Kansas City Candy Club, at Pickwick Hotel.\*

### 12 Wednesday

BALTIMORE-Manufacturing Confectioners of Baltimore, at Hotel 14 Friday

NEW YORK CITY-Assn. of Mfrs. of Conf'y and Chocolate of State of N. Y. at Pennsylvania Hotel.\*

### 15 Saturday

ST. LOUIS-St. Louis Candy Salesmen's Assn., at American Annex 17 Monday

CHICAGO-Chicago Candy Club, at Maryland Hotel.‡ Benjamin Franklin's Birthday.

### 17-20 Monday-Thursday

CHICAGO-Coin Machine Exposition at Sherman Hotel.

### 18 Tuesday

BROOKLYN-Candy Executives and Asso'd Industries Club, at St. George Hotel, 51 Clark St.\*

### 20 Thursday

NEW YORK CITY-New York Candy Club, Inc., at Park Central Hotel.\* 23-29 Sunday-Saturday

### CHICAGO-National Canners' Show at Stevens Hotel.

### 23-26 Sunday-Wednesday

CHICAGO—National American Wholesale Grocers' Convention, at Congress Hotel.

### 24-25 Monday-Tuesday

CHICAGO-National Food Brokers Assn. Convention, at Palmer 24-26 Monday-Wednesday

CHICAGO-National Retail Owned Grocers' Convention, at Sherman 24-28 Monday-Friday

NEW YORK CITY-Sth International Heating and Ventilating Exposition, at Grand Central Palace.

### 27 Thursday

SALT LAKE CITY-Utah-Idaho Zone Western Confectioners Assn.\* \*Monthly Meeting. †Weekly Meeting. ‡Bimonthly Meeting.



THERMOMETERS—Catalog No. 1125B, showing line of industrial thermometers, with price list. Include instruments for hard candy, chocolate enrobers, cold-storage rooms, brine lines, flue gases, etc., as well as copper-case confectioners' thermometers. Issued by the C. J. Tagliabue Manufacturing Co., Park and Nostrand Aves., Brooklyn, N. Y.

FLAVORS—New price list of flavors, essential oils, citrus oils, food colors, aromatic chemicals, etc. Issued by the Charles Fischbeck Co., Inc., 119 West 19th St., New York, N. Y.

PACKAGING MATERIALS—Stories dealing with the advantages of using printed transparent cellulose mats and wraps are featured in the latest issue of *Vision*, which also contains interesting samples of printed Scotch Cellulose Tape. Issued by the Shellmar Products Co., 224 S. Michigan Ave., Chicago, Ill.

DISPLAY-COUNTER LIGHTING—Folder describes "Store-lite," a new unit for lighting merchandise displayed on counters and shelves. Included are construction features, application data and illumination tables. Issued by the Westinghouse Electric & Manufacturing Co., Edgewater Park, Cleveland, Ohio.

### A Book for Foremen

In a 52-page book entitled "How to Handle Grievances," Glenn Gardiner cites 25 typical problems in the handling of grievances between employees and higher-ups, and discusses each of these problems briefly, analyzing them from the standpoint of the complainant and of the individual hearing the complaint. The result is an excellent guiding manual for foremen and superintendents.

Every manufacturing firm would do well to see that one of these manuals is placed in the hands of every overseer in the plant. This booklet comes at an opportune time, when labor is showing particular interest in its relations with capital, and when workmen generally are being encouraged by the turn of events to "speak their minds" on all manner of grievances. The booklet is published by the Elliott Service Co., 219 East 44th St., New York, N. Y.

### **Boost Your Sales**

1000-Hole—Form 4160 Takes in \$10.00 Pays out 160 Candy Bars

Holiday Boards, Holiday
Cards and Holiday
Headings.

Write for our Catalog of Money-Making Boards, Cards and Die-Cut Sheets



### CHAS. A. BREWER & SONS

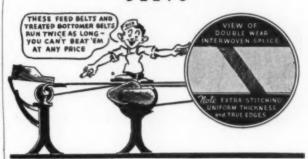
Largest Board and Card House in the World

6320-32 HARVARD AVENUE

CHICAGO, U. S. A.

# BURMAK

ENDLESS FEED AND BOTTOMER BELTS



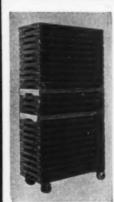
### BURMAK TREATED

- Bottomer Belts -

Do Not Absorb Fats or Oils Have Little Stretch Do Not Absorb Moisture Chocolates Do Not Stick

### BURRELL BELTING COMPANY

401 S. HERMITAGE AVENUE . . . . . . . CHICAGO



Modernize Your Factory!

STAK-EZY

ALL STEEL STARCH TRAYS

No Splinters - No Nails

Non-Slipping - Sanitary - Fireproof

Will stack and work on moguls with wooden trays — permitting gradual replacement

T. C. WEYGANDT CO.

167 Duane Street, New York, N. Y.

Sole Distributors for United States Mfr'd under Pat 1,994,664 (other patents pending) by Currie Mfg. Co., Chicago

### Here's the answer to a difficult production problem



THE PROBLEM: To increase output and obtain greater fineness while decreasing the cost of labor, time and space.

**THE ANSWER:** By installing the LEHMANN 912 Refiner (Illustrated).

Because this refiner produces an output and fineness never before attained in a single run... because it is designed and built to do the work of several refiners and do it better... because it operates with minimum power... and because the LEHMANN standard of workmanship guarantees a lifetime of service.

### J. M. LEHMANN COMPANY, Inc.

Established 1834 250 West Broadway, New York, N. Y. Factory: Lyndhurst, N. J.



The Standard for Quality

WE WOULD BE PLEASED TO GIVE YOU A DEMONSTRA-TION.

## eecem Holiday Greetingscovering

We take this opportunity of wishing our many friends a MERRY CHRISTMAS and continuing increased success during the NEW YEAR.

# BLANKE BAER EXTRACT & PRESERVING CO.

3224 South Kingshighway St. Louis, Mo.

\*

why RUIN good licorice candies with unsuitable coloring?

# **COLLOIDAL BLACK**

Intensified Pure Food Color

### **INSURES**

rich, lustrous tones smooth, grit-free textures long stand-up, fewer returns no clean-up mess maximum color stretch

NEW LOW PRICES!

Order a trial pound today

### LUND LABORATORIES

20 East 12th St.

New York City

Novel Store for San Francisco Fair Will Have Candy Section

A super store is being built by the Owl Drug Co. for the 1939 Golden Gate International Exposition at San Francisco. One of the most attractive departments of this store will be the confectionery section, which is expected to be an unusually profitable business, since experience at other world's fairs has shown that the surroundings of an exposition are highly conducive to the sale of sweets, both for gifts and for consumption on the grounds. Another feature of this store will be a curving fountain seating 94 persons, laid out on an arc in multiple horseshoe plan, for serving lunches and sodas.

Crazy Copy Sells Candy

The large-scale advertising by Awful Fresh MacFarlane, the West Coast's "Scotch candy-maker," is commented on in the Advertising Age, which says that the copy is so crazy that it is exceptionally successful. Two-color newspaper advertisements are used to tell the world that "MacFarlane candy is gooder—taste B4U buy—awful fresh," and that "your sweet 2th craves candy." Also, we are told to "eat candy for fun, for pep, for life, for energy," all of which, comments Advertising Age, sounds pretty sensible.

### Sign Fair Trade Contracts

What is said to be the first resale price contracts in the confectionery field were signed by Rockwood & Co., of Brooklyn, N. Y., and 11 candy jobbers on November 13. Since that date many other jobbers have signed similar contracts, which provide that the Rockwood product, "Pecan Feast," will be sold at retail for 5 cents. Smith Brothers, Inc., of Poughkeepsie, N. Y., have distributed fair trade contracts to druggists in all states having fair trade laws, for the purpose of establishing the list and resale price of their cough syrup.

### DISINTERGRATION OF CHOCOLATE

(Continued from page 18)

dered granulated grades which have been in general use by chocolate manufacturers.

In very cheap or coarsely milled chocolates, transformed sugar possesses an advantage over anhydrous corn sugar because of its initially finer state of subdivision.

In coatings subjected to an average degree of refining, anhydrous corn sugar breaks down with a facility surpassing that of transformed sugar, a product smoother, or at least as smooth, resulting.

Where the refining process is continued to the point of approximately maximum disintegration, there is little to choose from between the three forms of sugar.



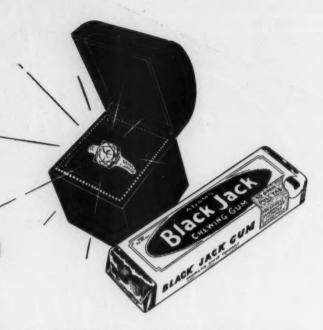


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- SUPPLIES
- SALES AIDS
- MERCHANDISING

THIS SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER

A Diamond
Ring . . and a
Package of Gum





Some of the many Confectionery products wrapped on our machines

If you were selling diamond rings, your packaging problem would be comparatively simple—produce the handsomest possible package, with little regard for cost.

But in merchandising products of large volume and low selling price, such as chewing gum, candy bars, and other confectionery items, the utmost ingenuity is required to find the right package—the one that will serve the product best, have the greatest sales appeal, and still be within the proper limits of cost.

We are well equipped to help you find the right package.

Our wide experience covers virtually every field in which packaged goods are produced. We can give you, for example, definite and authoritative information as to the type of wrapping best suited to machine production; the kind of material to use; the form in which this material may be purchased at lowest cost; the mechanical equipment and plant layout for utmost efficiency.

#### LOWER COSTS

Our machines give the manufacturer every opportunity to lower production costs. They use any type of wrapping material. They are widely adjustable to various sizes . . . many are adaptable to different types of products. They are of most advanced design, giving you the benefit of all recent mechanical improvements. High speed, convenience of operation, dependability, long life—these are outstanding features.

When you plan improvements in packaging, consult our nearest office.

PACKAGE MACHINERY COMPANY · Springfield, Mass.

NEW YORK CHICAGO CLEVELAN

MEXICO, D. F.: Apartado 2303 Melbourne, Australia: Baker Perkins, Pty., Ltd.
Peterborough, England: Baker Perkins, Ltd.

Buenos Aires, Argentina: David H Orton, Maipu 231

## PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

LOS ANGELES

## CANDY PACKAGING

## AND MERCHANDISING AIDS

A SECTION DEVOTED TO BETTER PACKAGING AND MERCHANDISING METHODS

## PACKAGES AND CONFECTIONS

for St. Valentine's Day and Washington's Birthday . . .

By GEORGE A. EDDINGTON

Factory Superintendent, DeMet's, Inc.

In THE month of February fall two commemorative days, a little more than a week apart, that are characterized by a sentiment and spirit so different that either day can hardly be related in any way with the other. At the same time that the retail candy maker, package designer and box maker are giving their thoughts to tender expressions that suggest crinoline days and lacy valentines, they must also visualize how they can interpret the serious spirit of patriotism that is in keeping with the homage and respect paid the "Father of Our Country."

The confectionery manufacturer and package designer when planning Valentine goods should keep in mind the universal appeal of St. Valentine's Day—a day that is observed by all—young and old, regardless of creed, color, politics and national heritage. Candy manufacturers report that it is one of the "peak" days in their business, being exceeded only by Christmas. I intend no disparagement of the Christmas season, to which we production men look forward with considerable eagerness each year, when I say that there is no day or season that brings out the inventiveness and ingenuity of the candy maker as does the making of goods for Valentine's Day, and no doubt the same holds true for the package maker and designer. It is on Valentine goods that we candy people and the package people excel. They offer us the opportunity once a year to give expression to our inmost sentiments of love and devotion with which all humans are imbued.

Though the heart-shaped box has become almost universal as a Valentine package there remains plenty of opportunity for originality in treatment of the package. In his Valentine offerings, the candy maker can for once give his attention to special shapes and decorations to make a specific appeal, though throughout the rest of the year his interest is confined largely to flavors, textures, and other characteristics of pieces that are more or less standardized as to size, shape, color, etc. In his Valentine work he must analyze his problem in much the same way as does the package designer. Hence, there is here an opportunity for both the candy maker and package designer to work together to obtain a unity and harmony that adds further to package appeal. Otherwise, they might unknowingly work at cross-purposes.

Whether the package be analyzed from the point of view of the package expert or the candy expert, we know for certain that the creative artist (which they both are) as he works at his task has in mind the printed, lacy Valentine. It is his goal to make his work, whether it be a

package or a decorative piece that goes into it, an embodiment of the real Valentine.

In considering decorations for candies and for packages, we find one of the most popular to be forget-me-nots, since these are especially in keeping with Valentine sentiments. Forget-me-nots with special Valentine confections packed into boxes with a little paper excelsior make a delightful Valentine message to send to one's best friend, or sweetheart, or close kin. This is only one of hundreds of suggestions that can be worked out by the confectioner.

One might also mention the wide use of small red candy hearts for decorative purposes, heart-shaped bon-bons, and crystallized heart mints in pink and white. Good moulds are available for casting chocoltae hearts. Regular small count goods can be made in heart shape, also pan goods. These can be obtained from the wholesale manufacturer, and it is here that the retail-manufacturer takes up the work where the former leaves off, and uses these small confections as decorative pieces on larger and more elaborate confections that gradually take shape as his hands work out his individual expression of a Valentine.

Since the sentiment of Washington's Birthday is of an altogether different kind, much that has been said about packaging and candy making for Valentine's Day does not apply here. The package maker does not have so great a chance to show his ingenuity, but his creation is confined to the patriotic sentiment of the day, which might be accentuated by the use of red, white and blue. The practice of using the manufacturer's line of standard boxed candies for special days is becoming more common, in which a printed transparent wrapper or ribbon, in keeping with the season, is used on the box, and can be removed by the retailer from any goods that remain on the shelf or counter after the season is passed. This idea is applicable to Washington's Birthday packages.

Appropriate to this season are white candies decorated with red and blue to complete the patriotic colors. For example, white sugar sticks can carry red and blue stripes on the corners.

One caution needs to be taken when considering the matter of colors. If red and blue are to be added as stripes to candy, the stripes should be narrow and not too heavy. The public hesitates to eat blue, though it is as harmless as any other color. Red they will eat without question, also lavender and certain other colors. But if blue is used, then use it sparingly. There is no aversion to the color itself, but it just is not taken internally. If you must use a great deal of blue, put it on the box or on the wrap, but use it only sparingly on the candy.



## THE INDUSTRY'S CANDY CLINIC

#### HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known, branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of the M. C.

THIS MONTH

## 1937 Candy Clinic Selections

Code 1K 37 (January, 1937)

Christmas Assorted Chocolates—21/2 lbs.—99c.

(Purchased in a grocery store, Boston, Mass.)

Appearance of Package: Good.

Box: Two layer, extension type; printed in red and white Christmas band; tied with red tassel cord, cellulose wrapper.

Appearance of Box on Opening: Good. Number of Pieces: 106—3 foiled, 3 Red Jordan Almonds.

Coating (Dark)-Color: Good. Gloss: Good. Strings: Good. Taste: Good. Centers-Almonds: Good. Vanilla Fudge: Good. Raisin Caramel: Good. Vanilla Caramel: Good. Apricot Jelly and Almonds: Good. Butterscotch and Cream: Good. Vanilla Cream: Good. Peppermint Cream: Good. Orange Cream: Good. Cordial Cherry: Good. Brazil Nuts: Good. Sponge Chips: Good. Nut Taffy: Good. Nut Nougat: Good. Vanilla Marshmallow: Good. Caramallow: Good. Molasses Coconut Paste: Good. Maple Nut Cream: Good. Draggee Top Vanilla Cream: Good. Raspberry Cream: Good. Vanilla Nut Caramel: Good. Peppermint Cream Sticks: Good. Molasses Plantation: Good. Maple Cream: Good. Jordan Almonds: Good.

Assortment: Good.

Remarks: This is the best box of Christmas chocolates examined by the Clinic this year. At the price of this box, these chocolates are outstanding, coating is good, centers are good eating, well made and good size.

Review: We tried to pick out one of the

[This month's Clinic is devoted to a selection of the outstanding packages, bars and assortments which have been analyzed during the past year by this department. From each class of confection examined we have endeavored to choose what, in our opinion, represented the best merchandise offered, taking into consideration the value for the money, quality, workmanship, and appearance. These have been chosen with absolute impartiality and a sincere effort has been made to consider every factor which might logically be considered a determining one. The various Clinic reports have been reproduced just as they have appeared in the original issues .-Editor.

five-pound holiday chocolate boxes but all were anything but good. We find the rankest kind of candy in these five-pound boxes priced at \$1 to \$1.50. This box was the only one we could pick out for the best. While it is only 2½ pounds, it is a box of quality chocolates and made a fine appearance.

Code 1B 37 (January, 1937) Ribbon Candy—2 lbs.—39c. (Purchased in a grocery store, Boston, Mass.)

Appearance: Good.

Box: Full telescope, printed in red and green, tied with red cord.

Appearance of Box on Opening: Good. Colors: Good.

Gloss: Good.

Workmanship: Very good. See remarks. Flavors: Good.

Packing: Good.

Remarks: This is the best box of ribbon candy that the Clinic has examined this year. Box made a good appearance. All pieces in good condition, hardly any broken. The spinning out and shaping of ribbon was very good. We seldom find ribbon candy as good as this, and it is cheaply priced. Very few manufacturers make ribbon candy because it is almost impossible to ship without breaking. Suggest the price be raised to 25c the pound.

Review: We seldom find ribbon candy for sale except during the holiday season. This type of candy was very popular some years ago. Again a good piece of candy was "killed" by the cheap, poorly made ribbon candy. This ribbon candy was of the best quality. Very good looking and the workmanship was outstanding.

Code 1E 37 (January, 1937)

Christmas Treecopia—21/2 ozs.—
10c.

(Purchased in a candy store, Chicago, III.)

Appearance of Package: Good. Red metal paper, containing a bag of cellulose tied with a red and green cord, red and green seal. Contained assorted panned hard candy.

Colors: Good.

## CANDY CLINIC SCHEDULE FOR 1938

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY-Holiday Packages: Hard Candies

FEBRUARY—Salted Nuts; Chewy Candies; Caramels

MARCH—Assorted One-pound Boxes of Chocolates

**APRIL**—Foreign Candies

MAY—Easter Candies and Packages; Moulded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST—Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades: 5c-10c-15c-25c Packages Different Kinds of Candies

NOVEMBER-Cordial Cherries; Panned Goods; lc Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Panning: Good. Flavors: Good.

Remarks: This is a good looking novelty, neatly put up and of good size. We find a number of cheap novelties but some contain candy that isn't fit to eat.

Review: We cannot expect too much of a novelty priced at 10c, but this one was well made up, made a good appearance and was large looking. Most of the cheap novelties contain the poorest kind of candy.

Code 1N 37 (January, 1937)

Assorted Hard Candy-2 lbs.-

(Purchased in a chain drug store, Boston, Mass.)

Appearance of Package: Good.

Box: One-layer, Christmas scene in red, white and green. Cellulose wrapper. Appearance of Box on Opening: Good.

Colors: Good. Stripes: Good. Gloss: Good.

Size of Pieces: Good.
Assortment: Good.

Remarks: This is one of the best boxes of hard candy that the Clinic has examined this year. Candy is well made and was in good condition when received. We find considerable hard candies in boxes that are broken and in bad condition when received.

Review: We find that hard candy has been improved and the real cheap hard candy is not being handled as much as in previous years. This box of hard candy was exceptionally well packed and the workmanship on the candy was of the best.

> Code 2S 37 (February, 1937)

Assorted Salted Nuts—1/2 lb.—65c. (Purchased in a candy store, San Francisco, Calif.)

Box: White, embossed in gold, tied with grass ribbon.

Appearance of Box on Opening: Good. Contents: Almonds, cashews, pecans, filberts.

Roast: Good. Texture: Good.

Salting: See remarks.

Taste: Good. Pieces: Very few.

Quality and Size: Very good.

Remarks: One of the best assortments of salted nuts that the Clinic has examined this year. About equal parts of each nut. Suggest a little more salt be used on the nuts, also suggest that all filberts be blanched.

Review: The quality of these nuts was of the best. In many samples of salted nuts and peanuts we find small nuts, also a large number of pieces. Roasting is most important and the tendency is to under-roast. These nuts were well roasted and neatly packed.

Code 2Y 37 (February, 1937)

Pop Corn Brittle-1 lb.-29c.

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good.

Size: Good.

Box: White, folding, printed in blue. Moistureproof cellulose window in cover. Printed M. S. T. Cellulose wrapper.

Color: Good.
Texture: Good.
Taste: Good.

Remarks: This is an exceptionally fine popcorn brittle. Well made, fine flavor, neatly packed, and box is attractive. Cheaply priced at 29c the pound.

Review: We find only a few popcorn pieces on the market and this piece was outstanding. Candy was well made, had a good flavor and the right amount was used on the corn. Neatly packed in an attractive box.

> Code 2L 37 (February, 1937)

Butterscotch—11/2 ozs.—5c. (Purchased in a drug store, New York City.)

Appearance of Package: Good.

Size: Good. Printed folding box. 10

pieces wrapped in printed wax paper.

Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best butterscotch package of its kind that the Clinic has examined this year. Well made and

a good butterscotch taste.

Review: The market is flooded with butterscotch bars, also small pieces; some are good but we find most of them are poor samples of butterscotch. The majority of these pieces are flavored with a cheap butter flavor that turns either rancid or very strong. This butterscotch had a good clean butter taste. Piece is well made and is neatly wrapped—an attractive 5c butterscotch package.

Code 2T 37 (February, 1937)

Assorted Chews—1 lb.—60c.

(Purchased at a candy shop, San Francisco, Calif.)

Appearance of Package: Fair. See remarks.

Box: One-layer, extension bottom, white, printed in gold and black.

Appearance of Box on Opening: Good. Number of Pieces: 7 chocolates, 18 chews wrapped in wax paper.

Coatings: Good for this priced candy.

Light Coated Centers (Nut Nougat):

Good.

Dark Coated Centers (Nut Nougat): Good.

Chews-

Molasses Peppermint: Good.

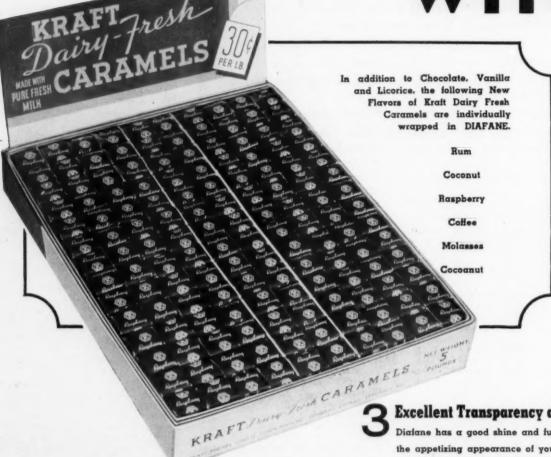
Fig Center: Good.
Coconut Center: Good.

Vanilla Layer Caramel Nougat Center: Good.

Assortment: Too small.

Remarks: This is the best box of chews that the Clinic has examined this year. Suggest assortment be a trifle larger and that the box be wrapped in cellulose. Cheaply priced at 60c the pound.

# Everybodys



Saves over 35% of Wrapping Cost

Diafane will save over 35% of the price of transparent cellulose wraps, whether you use printed or plain.

**Absolutely Does Not Stick** 

Regardless of weather conditions, your caramels will not stick to Diafane—nor will pieces of Diafane remain on the caramel.

**Excellent Transparency and Gloss** 

Diafane has a good shine and fully displays the appetizing appearance of your caramels.

Works on Any Machine Dialane gives you maximum production effi-

ciency. It folds well - and it stays folded.

RIEGEL

# Happy A CARAMEL WRAP OF DIAFANE

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THE PURCHASING AGENT likes Diafane, for it saves over 35% of the cost of unprinted transparent cellulose, with an equal saving if printed wraps are used. Think what this means in the face of generally increased costs.

THE SALES MANAGER favors Diafane. He not only realizes the importance of lower costs, and knows that pleased consumers increase sales—but he's sure to like the good gloss and high transparency that displays the caramel so temptingly.

THE FACTORY SUPERINTENDENT will also be a Diafane booster, for here is a wrap that gives him maximum production efficiency — a wrap that folds well and stays folded.

Whether you're the Purchasing Agent, the Sales Manager, the Superintendent, or the "Big Boss" — you'll realize that if Diafane does what we say—you have found a perfect caramel wrap. Write for prices and for sample rolls — and make your own convincing tests.



PAPER CORP.

342 MADISON AVENUE, NEW YORK, N.Y.

Review: Chews and chewey candies are very popular and, as usual, we find all kinds on the market. Often we find that the chews are cooked entirely too hard. Regardless of how good the raw materials may be, if the candy is cooked too hard it spoils the piece. These chews were well made, had good flavors and were good eating.

Code 2I 37

(February, 1937) Peanut Chew Bar—2<sup>1</sup>/<sub>4</sub> ozs.—5c. (Purchased in a chain cigar store, New York City.)

Appearance of Package: Good. Printed glassine wrapper.

Size: Good.

Coating: Dark. Good for a 5c bar.

Center-

Texture: Good. Taste: Good.

Remarks: One of the best bars of its kind on the market. Wrapper is attractive.

Review: We find a number of peanut bars on the market, in some the candy is either cooked too hard or too soft and the peanuts in most bars are not roasted enough. In this bar we find the candy well made and peanuts had a good roast. Bar had a good fresh peanut taste. The wrapper was neat and attractive.

> Code 2K 37 (February, 1937)

Crunch Toffee Bar-1-3/10 ozs.-5c. (Purchased in a drug store, New York City.)

Appearance of Bar: Good. Two pieces of crunch dipped in chocolate and rolled in fine white coconut.

Size: Good. Printed glassine wrapper, silver foil in center.

Coating (Light): Good.

Texture: Good. Taste: Good.

Remarks: One of the best crunch bars examined by the Clinic for some time. Most crunch bars are anything but crunch bars.

Review: Most of the crunch bars either have a bad grease taste or a rancid butter taste. Of course, we cannot expect too much in a 5c bar when all high-priced raw materials are used. This bar was outstanding because it was well made, had a good butter taste and is a real crunch piece.

> Code 2W 37 (March, 1937)

Toffee-5 ozs.-25c.

(Purchased in a chain drug store, New York City.)

Appearance of Package: Good. Oval tin, red, printed in yellow and black. Toffee wrapped in assorted printed wax wrappers.

Size: Good. Colors: Good. Texture: Good. Flavors: Good.

Remarks: One of the best assorted toffees examined by the Clinic this year. Attractive container. At 25c this

package ought to be a good seller. Review: The market has been flooded with toffees of all kinds and all prices.

Some are not fit to eat. This toffee had an exceptionally good flavor, not too soft or too hard-good eating.

> Code 2X 37 (March, 1937)

Assorted Salted Nuts-1 lb.-89c.

(Purchased in a drug store, Boston, Mass.)

Sold in bulk.

Contents: Almonds, cashews, Brazils, pecans and filberts.

Roast: Good. Texture: Good. Salting: Good. Taste: Good.

Quality of Nuts: Very good.

Remarks: These are among the finest salted nuts on the market. The Clinic has examined a large number of salted nuts and these are the best. We have examined the salted nuts made by this company a number of times and each time we find the same quality and well balanced assortment.

Review: Salted nuts are slowly "coming back," mostly being sold in bulk. We do not find as many 5c and 10c bags as we did a year ago. The majority of retail outlets have a good display of bulk salted nuts. These salted nuts were outstanding, perfect roast, right amount of salt and the best quality of nut meats.

> Code 3P 37 (March, 1937)

Assorted Chocolates-1 lb.-

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good for this priced candy.

Box: Two-layer, full telescope, light tan printed in brown; cellulose wrapper. Appearance on Opening: Good. Number of Pieces: 34 dark coated, 2

light.

Coatings (Light and Dark)—Colors: Good. Gloss: Good. Strings: Fair.

Taste: Fair.

Dark Coated Centers - Butterscotch: Good. Chocolate Taffy: Good. Sponge: Good. Vanilla Caramel: Good. Pineapple Cream: Good. Vanilla Cream: Good. Peppermint Cream: Good. Maple Cream: Good. Raspberry Cream: Good. Coconut Cream: Good. Orange Cream: Good, flavor fair. Nougat: Good. Chocolate Cream: Good. Cherry Cream: Good. Light Coated Centers-Peanut Taffy:

Good. Peanut Cluster: Good.

Assortment: Good.

Remarks: This is the best 29c a pound candy that the Clinic has examined this year. Good quality for this price,

neatly packed.

Review: During the past two years we have examined a large number of cheap one-pound boxes of chocolates, and we find that most of them are very poor examples of chocolatespoorly made centers, rank coatings and carelessly coated. This box of chocolates is the best that we have examined for some time. We have examined some 39c and 44c onepound boxes and the chocolates were not as good as these at 29c.

> Code 3A 37 (March, 1937)

Assorted Chocolates-1 lb.-60c. (Purchased in a cigar store in Boston,

Appearance of Package: Good.

Box: Two-layer, extension edge, color blue embossed in gold, tied with a blue and silver tassel cord. Cellulose wrapper.

Appearance of Box on Opening: Good.

Number of Pieces: 40.

Coating (Dark)—Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Centers — Nougat: Good. Chocolate
Carmel: Good. Lime Jelly and
Cream: Good. Vanilla Walnut
Cream: Good. Taffy: Good. Chocolate Fudge: Good. Vanilla Caramel: Good. Brazil: Good. Coffee Cream: Good. Molasses Plantation: Good. Raspberry Cream: Good. Peppermint Cream Stick: Good. Filbert Cluster: Good. Almonds: Good. Chips: Good. Peppermint Cream: Good.

Assortment: Good. Remarks: This is the best 60c box that the Clinic has examined this year. Centers are well made, box neatly packed, coating is good for a 60c box.

Assortment contained more nuts than any other 60c box.

Review: During the year we examine many 60c boxes of chocolates and find very few up to standard. Many times we find good candy but the box is very cheap; then, again, we find a good box top but the candy is of the cheapest kind. The quality of the candy and box in this sample was of the best for a 60c box. Candy was well made, flavors were good, box neatly packed and finished up.

> Code 3B 37 (March, 1937)

Assorted Chocolates-1 lb.-85c. (Purchased in a candy shop, New York City.)

Appearance of Package: Good.

Box: Round tin, lavender color, Roman garden scene in colors; folding carton wrapped in brown kraft paper.

Appearance of Box on Opening: Good. Number of Pieces: 77; 1 glacé pineapple, 2 gum cherries.

Coating (Dark)-Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Centers-Green Acorn Almond Paste: Good. Molasses Hard Candy: Good. Vanilla Chew: Good. Almonds: Good. Brazils: Good. Apricot Jelly: Good. Cordial Strawberry: Good. Vanilla Marshmallow: Good. Peppermint Paste: Good. Cordial Pineapple: Good. Raisin Cluster: Good. Cordial Cherry: Good. Glacé Pineapple: Good. Molasses Coconut: Good. Cordial Grape Pineapple: Good. Chocolate Ganach: Good. Vanilla Caramel: Good. Peanut Clusters: Good. Vanilla Cream: Good. Date: Good. Vanilla Coconut Paste: Good. Brazils:



## "SNUGGLE-UPS"

## A Striking New Line of EASTER NOVELTIES Designed Especially for CONFECTIONERS

"Snuggle-Ups" are presented to the candy trade as the most unique and original line of Easter Rabbits and novelty toys ever created by Mary Waterman Phillips. Each number literally sparkles with the life-like personality that only a master's touch contributes. The distinctive individuality of character expressed in these cunning little numbers gives them a sales appeal unequaled by any other toy on the market.

There are Easter Rabbits of every size and color. Also big black Hallowe'en Cats, Mother's Day, Valentine, and even Santa Claus Dolls. Each is carefully handmade and costumed in vivid Easter color combinations retailing from 50c to \$5.00. If you have not as yet looked into this new and lovable line, do so before making any commitment. Write us for an appointment to see these new creations—our salesmen will be glad to show this line at your convenience.

New York Sales Office: 200 Fifth Avenue Chicago Sales Office: 1062 Columbia Avenue

## ATLANTA PLAYTHINGS COMPANY

51 MANGUM STREET

• ATLANTA, GEORGIA

Good. Mint Marshmallow: Good. Nut Nougat: Good. Maple Cream, Pecan Top: Good. Almond Paste: Good. Filberts: Good. Solid Chocolate Leaves: Good. Molasses Plantation: Good. Peanut Cluster: Good. Cashew: Good. Half-Dipped Marshmallow, Pecan Top: Good. Gum Cherries: Good.

Assortment: Good.

Remarks: This is the best miniature package that the Clinic has examined this year. Centers were of good quality, well made. Box is attractive looking when opened, neat and well packed. Box and contents are in the dollar class

Review: Seldom do we examine a box of miniature chocolates below a dollar a pound that has the quality of this box. Coating, centers and workmanship were of the best. Many miniature chocolate boxes contain some large pieces, but in this box the pieces were all of the same size. We have examined a number of dollar boxes of miniature chocolates that were not as good as this box.

#### Code 4L 37 (April, 1937)

Assorted Chocolates—1 lb.—\$1.00. (Sent in for Analysis-No. 4253) Appearance of Package: Good.

Box: Two-layer, extension type, metallic top in red, silver and black, cellulose wrapper.

Appearance of Box on Opening: Good. Number of Pieces: 49 dark coated, 4 foiled sticks, 2 Jordan almonds, 2 half-dipped caramels.

Coating (Dark)-Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Centers - Jordan Almonds: Good. Foiled Sticks Hard Candy, Peppermint Flavored: Good. Half-Dipped Caramel: Good. Nut Glacé: Good. Vanilla Caramel: Good. Chocolate Caramel: Good. Molasses Plantation: Good. Vanilla Nut Caramel: Good. Brazils: Good. Vanilla Coconut Paste: Good. Caramallow: Good. Vanilla Caramel and Coconut Paste: Good. Nut Taffy: Good. Nut Nougat: Good. Vanilla Nut Fudge: Good. Walnuts: Good. Nut Hard Nougat: Good. Almonds: Good. Chips: Good. Assortment: Good.

Remarks: This is one of the best \$1 boxes that the Clinic has examined this year. Well balanced assortment, neatly packed. Candy is well made and of good quality. Suggest that hard candy sticks be pulled more as they will be tender eating. The nut taffy pieces were a trifle hard eating; suggest a little soda be used to make the

piece tender eating.

Review: During the year we examine a number of \$1 boxes; this year we had to pick out three to choose from. This box was the best as it had all the good points. Box was neat and attractive, coatings were of good quality, also the centers. Workmanship was of the best. Assortment was very even, not too many of the same kind. We find many boxes that have good candy but the assortment is spoiled by the use of too many creams or hard and chewey centers.

#### Code 4E 37 (April, 1937)

Milk Chocolate Almond Bar-2-3/8 ozs.-10c.

(Purchased in a department store, Chi-

cago, Ill.) Appearance of Bar: Good.: Inside

wrapper, foil back paper, red paper band printed in gold. Chocolate-Color: Good. Gloss: Good.

Texture: Good. Moulding: Good. Taste: Good.

Remarks: This is the best milk chocolate almond bar examined by the Clinic this year. It is a trifle high priced at 10c.

Review: While this bar sold at 10c, it was a fine eating milk chocolate. A good chocolate taste that was not overcome by the milk taste. We find some milk bars that have very little chocolate taste, all you taste is the milk. Almonds had a good roast and chocolate was well refined.

#### Code 4A 37 (April, 1937)

Nut Bisque Bar-1-3/4 ozs.-5c. (Purchased in a department store, Chi-

cago, Ill.) Appearance of Bar: Good. Printed glassine wrapper, gold foil back.

Size: Good.

Coating (Dark)-Color: Good. Gloss: Good. Taste: Good. Center (Chocolate Nut Paste)-Color:

Good. Texture: Good. Taste: Good. Remarks: Center is different and good eating. Seldom do we find a bar with a new center. While this center has been used in count goods, this is the first time that the Clinic has found it in a 5c bar.

Review: This bar was picked out because it is different. Wrapper was neat and attractive. Piece is well neat and attractive. made and has a good chocolate taste.

#### Code 4C 37 (April, 1937)

Bitter Sweet Chocolate Bar-11/2 ozs. -5c.

(Purchased in a drug store, New York City.)

Appearance of Bar: Good. Inside wrapper of foil, outside printed.

Size: Good. Color: Good. Gloss: Good. Texture: Good. Moulding: Good. Flavor: Good.

Remarks: This is the best bitter sweet chocolate bar on the market. Had a good chocolate taste and well defined.

Review: For a bitter sweet chocolate bar this one is outstanding. Liquor and sugar were well balanced, refining was exceptionally good. Wrapper is neat and attractive.

#### Code 5F 37

(May, 1937)

Chocolate Coconut Cream Egg-21/2 ozs.-10c.

(Purchased in a chain drug store, New York City.)

Appearance of Package: Good. Printed folded carton, egg wrapped in glassine paper.

Coating (Dark)—Color: Good. Gloss: Good. Taste: Good.

Center (Coconut Cream)-Color: Good. Texture: Good. Taste: Good.

Remarks: Egg was good eating, quality very good for this priced egg. Neatly put up.

Review: We examine many cream eggs, but find very few that are up to standard. As a rule the cream is tough and off-color. This egg was well made and had a good flavor, coating was very good for this priced candy.

#### Code 51 37 (May, 1937)

Straw Easter Nest-31/2 ozs.-10c. (Purchased in a chain store, New York City.)

Appearance of Package: Good for a 10c novelty. Straw basket containing light moulded rabbit in cart, jelly beans and marshmallow eggs. Amber cellulose wrapper.

Rabbit-Color: Good. Gloss: Good. Moulding: Good. Taste: Good.

Jelly Beans: Good

Marshmallow Eggs: Fair.

Remarks: One of the best 10c novelties that the Clinic has examined this year.

Review: For a novelty package this one was outstanding. Neatly put up and candy was good eating. In most cheap novelty packages we find very cheap candy, in some cases it is not fit to eat.

#### Code 5K 37 (May, 1937)

Assorted Chocolates-1 lb.-\$1.00. (Sent in for Analysis-No. 4269) Appearance of Package: Good.

Box: Two layers, extension type, cream color, corners red, center panel of pink, name in gold, cellulose wrapper, outside wrapper white, band tied with blue grass ribbon.

Appearance of Box on Opening: Fair (see remarks).

Number of Pieces: 46; 2 almond paste acorns half-dipped, 2 half-dipped almonds, 2 foiled pieces.

Coating (Dark)-Color: Good. Gloss: Good. Strings: Good. Taste: Good. Centers—Vanilla Nut Caramel: Good.

Mint Marshmallow: Good. Apricot Jelly: Good. Opera Drop: Good. Green Nut Nougat: Good. Glacé Nut Taffy: Good. Jelly and Vanilla Cream: Good. Molasses Chip: Good. Spiced Almond: Good. Filbert: Good. Lemon Cream: Good, Orange Cream and Jelly: Good. Green Cream: Good. Vanilla Brazil Cream: Good. Chocolate Paste: Good. Almond Paste Acorn: Good. Half-Dipped Almond: Good. Walnut: Good. Vanilla Fudge and Vanilla Caramel: Good. Caramallow: Good. Ginger: Good. Almonds: Good. Pignolia Nut Cluster: Fair (see remarks). Molasses Plantation: Good. Prune Jelly: Good. Peppermint Top Off Mint: Good. Chocolate Nut Caramel: Good. Orange Cream: Good, Vanilla Marshmallow: Good. Brazil: Good. Glacé Fig: Good. Jordan Almond: Good. Cor-dial Cherry: Good. Peppermint Cream: Good.

Assortment: Very good.

Remarks: This is the finest dollar assortment that the Clinic has examined this year. Candy is well made and of good quality. Suggest that the pignolias be roasted. Top layer did not make a good appearance as it was packed too loose. Suggest a different divider be used, one that will take up more room, or a tray with one single divider. It is a pleasure to examine candy of this kind. Also suggest that a liner be used in this box.

Review: While we have picked out the dollar box we think the best, this box is worthy of comment. The box was very neat and attractive for a dollar box. The quality of the centers and coating was of the best, as was the workmanship. Too much care cannot be taken in the packing of chocolates. Box, dividers, trays, layer board, etc., should be carefully planned and before box is put out a number of packings should be made for a test to find out which is the hest

> Code 7E 37 (July, 1937)

Marshmallows—1/2 lb.—10c. (Purchased in a 5c and 10c store, Chicago, Ill.)

Appearance of Package: Good. Printed cellulose bag.

Color: Good. Texture: Good. Taste: Good

Remarks: This is one of the best marshmallows that the Clinic has examined this year at this price.

Review: We find that most marshmallows are either too short or too tough, also they lack flavor. These marshmallows were in good condition, had a good flavor and were of the right consistency.

> Code 7G 37 (July, 1937)

Apricot Nut Jelly Bar-13/4 ozs.-5c. (Purchased in a candy store, San Jose,

Appearance of Bar: Good, Printed foil wrapper. Size: Good.

Color: Good. Texture: Good. Taste: Good.

Remarks: This is a good eating apricot jelly bar. One of the best that the Clinic has examined for some time.

Review: Many so-called jelly pieces are either starch gums or a gelatine gum. These jellies had a true jelly texture, also had a good apricot jelly taste.

> Code 7T 37 (July, 1937)

Gum Toys -2 ozs.-5c. (Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good. Tray used with printed cellulose wrapper.

Size: Good. Colors: Good. Texture: Good. Flavors: Good.

Remarks: This is one of the best 5c packages of its kind on the market. The clerk said that this package is well liked by the children.

Review: These gum toys were different from the general run of gum pieces. Children like any kind of candy made in the shape of animals, faces, etc.

> Code 7U 37 (July, 1937)

Assorted Gums-1 lb.-29c.

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good. Open printed tray, cellulose wrapper.



Progressive candy manufacturers who formerly sold Easter Eggs exclusively in bulk have learned that EXTRA PROFITS can be earned by packaging candy eggs in genuine egg cartons. This quality package for the candy, plus the ability to create attractive displays has doubled and tripled Easter Egg sales for many manufacturers.

#### COVER PRINTED WITH INDIVIDUAL DESIGN

Self-Locking Carton Company, who are the leading makers of real egg cartons, offer you cartons of most attractive design and construction at prices that offer you utmost economy. Send coupon for free samples and prices.

## ELF-LOCKIN **EGG CARTONS**

SELF-LOCKING CARTON CO., 425 E. Illinois St., Chicago, Ill.

Gentlemen:

Please send information and prices on Easter Egg Cartens.

Address .....

Colors: Good. Texture: Good. Flavors: Good. Crystal: Good.

Remarks: This is the best gum package at this price that the Clinic has examined this year. Gums are well made, flavors are good and the pieces

are neatly packaged.

Review: We find many gums that are tough and tasteless, also some that have entirely too much color. These gums were good eating and the flavors were exceptionally good for this priced candy.

#### Code 7C 37 and 7K 37 (July, 1937)

#### Code 7C 37

Assorted Caramels-1-3/8 ozs.-5c. (Purchased in a railroad depot, Chicago, Ill.)

Appearance of Package: Good. Six caramels on a board, printed cellulose wrapper.

Colors: Good. Texture: Good. Taste: Good.

Remarks: This is one of the best 5c caramel packages on the market. Well made and good eating.

#### Code 7K 37

Assorted Caramels—2 ozs.—5c. (Purchased in a drug store, New York City.)

Appearance of Package: Good. Six pieces of caramel on a board, cellulose wrapper; each piece wrapped in printed cellulose. Chocolate and vanilla flavors.

Size: Good. Colors: Good. Texture: Good. Taste: Good.

Remarks: One of the best 5c caramel packages on the market. Neatly put

up.

Review: Both of these caramels were of the same quality and neatly packaged, so we had to pick both pack-These caramels had a good cream taste and were well flavored. We find many caramels in this price class that are tough and made from the cheapest kind of raw materials.

#### Code 8B 37 (August, 1937)

Iced Dates-31/2 ozs.-18c.

(Purchased in a cigar store, Boston. Mass.)

Appearance of Package: Good. Open tray, printed, gold seal printed in black, cellulose wrapper. Piece is a pitted date rolled in sugar and finely chopped nuts and crystallized.

Colors: Good. Texture: Good. Taste: Good.

Remarks: This is a new date piece, good eating and neatly packed. A trifle high priced at 18c for 31/2 oz.

Review: These dates were different from the regular stuffed dates. While they were a trifle high priced, they

were well made and were better eating than a stuffed or sugared date.

#### Code 8I 37 (August, 1937)

Gum Novelties-3 for 1c. (Sent in for Analysis-No. 4273)

Colors: Good. Texture: Good. Flavors: Good. Moulding: Good.

Remarks: Piece is well made. Shape is new and attractive. Should be a good seller at 3 for 1c. One of the best pieces of its kind that the Clinic has examined for some time.

Review: Many 1c gums are unfit to eat. These gums were outstanding for penny pieces. The shape should appeal to children as they like any kind of candy that has a different shape.

#### Code 8D 37 (August, 1937)

Summer Assortment-1 lb.-40c.

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good. Onelayer box, white, printed in blue and gold, cellulose wrapper. Neat and attractive looking.

Appearance of Package on Opening: Good.

Assortment - Caramels in Cellulose Wrappers: Good. Vanilla Caramels and Layer of Coconut Paste, Cellulose Wrapper: Good. Chocolate Whirl Caramels, Cellulose Wrappers: Good. Nut and Fruit Nougats, Cellulose Wrappers: Good. Assorted Gum Drops: Good. Gum Squares: Good. Milk Chocolate Coated Coconut Cream: Good. Milk Chocolate Coated Gum Drop: Good. Milk Chocolate Coated Vanilla Cream: Good. Milk Chocolate Coated Vanilla Cream Brazil: Good. Milk Chocolate Coated Chocolate Nut Taffy: Good. Milk Chocolate Coated Fruit Cream: Good, Butter Krunch: Good, Jordan Almonds: Good.

Assortment: Good.

Remarks: This is a good assortment of summer candies. Candy is well made, flavors are good and box is packed neatly. One of the best summer assortments that the Clinic has examined this year. This box is cheaply priced at 40c the pound and should be a good seller.

Review: We examined a number of summer boxes and in most we find pieces that do not belong in summer boxes or that the pieces were not properly wrapped in wax or cellulose to keep them in good condition. All pieces in this box were well made and wrapped to preserve them during the hot weather. Assortment was well planned and box neatly packed.

#### Code 8L 37 (August, 1937)

Mint Assortment-1 lb.-25c. (Purchased in a department store, New York City.)

Appearance of Package: Good.

Box: Qne-layer, green and white cellulose wrapper.

Appearance of Box on Opening: Good. Assortment-Peppermint Gum Strings: Good. Peppermint Gum Leaves: Good. Peppermint Gum Operas: Good. Peppermint Panned Gums: Good. Peppermint Cream Wafers: Good. Peppermint Gum and Marshmallow Slices: Good. Peppermint Gum Drops: Good. White Nougat and Gums: Good. Green Peppermint Nougat: Good.

Assortment: Good.

Remarks: Candy is well made and peppermint flavors are good. The Clinic has examined many pieces of peppermint candy and has found that the flavor in many was rank, but in these pieces it is good. It pays to use a good peppermint flavor in your candy. Suggest that a better box top be used.

Review: Peppermint is one flavor that many manufacturers neglect. It pays to use a good oil of peppermint; cheap peppermint oils change very quickly after the candy is a few weeks old. This candy has an outstanding peppermint flavor, also was in fine condition when the box was

opened.

#### Code 8M 37 (August, 1937)

Peanut Brittle-1 lb.-49c.

(Purchased in a railroad station, Chicago, Ill.)

Appearance of Package: Good. Brittle in perfect condition when can was opened.

Can: Key seal, printed band, cellulose wrapper. Very neat and attractive package.

Brittle-Color: Too dark. Texture: See remarks. Roast of Peanuts: Good. Taste: Good.

Remarks: This is the best way to pack any kind of brittle; it will keep indefinitely in good condition. Suggest that brittle be made a trifle lighter in color; adding some soda will make the brittle tender and also improve its color. This is the finest peanut brittle package that the Clinic has examined this year. If the brittle is made tender so that it eats well it would retail for 60c and be a good seller.

Review: This is the only way to put out any kind of brittle during the hot weather. We know of one other manufacturer that puts out peanut brittle in a sealed tin can, the price is 60c.

#### Code 8N 37 (August, 1937)

Assorted Hard Candy Sticks-(No weight seal, about 8 ozs.)—25c. (Purchased in a drug store, New York

City.)

Appearance of Jar: Good. High, straight jar, brass top, black and gold seal.

Broken: 3 sticks. Colors: Good. Stripes: Good.

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Remarks: This is a good looking jar of hard candy sticks, well made and good flavors. Cheaply priced at 25c.

Review: This jar of hard candy sticks was outstanding for 25c. The workmanship was of the best and flavors were all good. Jar was shipped by parcel post and no doubt this was the cause of the broken sticks.

#### Code 8P 37 (August, 1937)

Ielly Patties-Sold in bulk-80c the lb.

(Purchased in a department store, New York City.)

Appearance of Piece: Good.

Colors: Good. Texture: Good. Flavors: Good. Crystal: Very good.

Remarks: These are the finest jelly patties that the Clinic has examined this

year.

Review: These jellies were outstanding. had a good jelly texture and the flavors were of the best. The crystal was exceptionally good and not too thick.

> Code 9F 37 (September, 1937)

Chocolate Peanut Caramel Bar-21/4 ozs.-5c.

(Purchased in a drug store, New York City.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Printed glassine.
Coating (Light)—Color: Good. Gloss: Good. Taste: Good.

Center-Color: Good. Texture: Good. Taste: Good.

Remarks: This is the best peanut caramel bar that the Clinic has examined this year. Bar is well made and good eating. This company is to be complimented on the uniform quality of all its bars.

Review: There are any number of these bars on the market and the quality as a rule is very poor. This type of bar has to be made right if it is going to "stand up." This house has made this bar many years and the Clinic has examined it many times and found it very uniform and of good quality each time.

#### Code 9G 37 (September, 1937)

Chocolate Coconut Cream Bar-13/40zs.-5c.

(Purchased in a drug store, New York City.)

Appearance of Bar: Good. Size: Good.

Wrapper: Plain cellulose, printed band inside.

Coating (Dark)—Color: Good. Gloss: Good. Taste: Good.

Remarks: This is the best coconut cream bar that the Clinic has examined this year.

Review: Most coconut and coconut bars we examine are rancid or have started to turn rancid. This bar had a good fresh coconut taste and was good eating.

#### Code 9N 37 (September, 1937)

Chocolate Fruit and Coconut Paste Bar-2 ozs.-5c.

Purchased in a cigar store, Boston, Mass.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Printed glassine.

Coating (Light)—Color: Good. Gloss: Good. Taste: Good.

Center-Texture: Good. Taste: Good. Remarks: This is the best bar of this kind that the Clinic has examined this year. Bar has a good fruit taste and is good eating.

Review: This bar is different; very good eating and had the right proportions of coconut and fruit paste. As a rule a bar of this kind does not stand up, but this bar was in good condition and very good eating.

> Code 9P 37 (September, 1937)

Chocolate Caramel and Coconut Bar -2-1/8 ozs.-5c.

(Purchased at a candy stand, San Francisco, Calif.)

Appearance of Bar: Good; printed glassine wrapper.

Size: Good.

Coating (Light Nut) — Color: Good. Gloss: Good. Taste: Good.

Center—Texture: Good. Taste: Good. Remarks: This bar is new and a good eating bar. Coconut had a good. fresh taste and caramel blended well with the creamnut. Bar is of good size and well made.

Review: Again we may say that this is a different bar, well made and had an exceptionally good taste. The vanilla caramel blended well with coconut. We find very few different or new bars; during the year we examine a large number of bars and seldom find one that is new or even different.

#### Code 9I 37 and 9T 37 (September, 1937)

Code 91 37

Chocolate Peanut Taffy Bar-13/4

(Purchased at a news stand, Boston,

Appearance of Bar: Fair.

Size: Good.

Wrapper: Printed glassine; cheap looking.

Coating (Dark)—Color: Good. Gloss: Good. Taste: Good. Center—Color: Good. Texture: Good.

Taste: Good. Texture:

Remarks: One of the best peanut bars on the market. Suggest that the wrapper be improved, as it is cheap looking.

#### Code 9T 37

Peanut Taffy Bar—13/4 ozs.—5c. (Purchased in a sports store, Chicago,

III.)

Appearance of Bar: Good; glassine wrapper printed in green, red and yellow.

Coating (Dark)—Color: Good. Gloss: Good. Taste: Good.

Center—Color: Good. Texture: Good.
Taste: Good.

Remarks: As a rule a bar of this type does not "stand up" during the hot weather. This bar was in good condition, well made and good eating.

Review: These bars were the best of many examined during the year; candy had a good taste, also was cooked just right. Peanuts were well roasted and had a good fresh taste. Both bars were of the same quality.

#### Code 9W 37 (September, 1937)

Almond Chew Bar—13/4 ozs.—5c. (Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Good. Printed wax wrappers, red and blue. Three pieces wrapped in wax paper, inside wax wrapper.

Size: Good. Color: Good. Texture: Good.

Taste: Good.

Remarks: This bar is well made and well wrapped. Bar was purchased during the last hot spell and was in perfect condition. A good eating,

chewy bar.

Review: For a chew bar, this bar was outstanding. Many bars of this type are tough and tasteless. This bar was good eating, also had a good flavor.

#### Code 9X 37 (September, 1937)

Butter Toffee Almond Bar-1 oz.-

(Purchased in a drug store, Chicago, III.)

Appearance of Bar: Good.

Size: Good for this type of candy.

Wrapper: Printed cellulose wrapper, inside wrapper of wax.

Coating (Light)—Color: Good. Gloss: Fair. Taste: Good.

Center-Color: Good. Texture: Good. Taste: Good.

Remarks: One of the best butter toffee bars on the market. Well made and an attractive cellulose wrapper.

Review: We find all kinds of butter toffee or crunch bars on the market. Some are good and some are rank. It pays to use the best creamery butter if you want your bar to "stand up," not a coconut butter and a butter flavor.

#### Code 10E 37 (October, 1937)

Assorted Pops—8 ozs.—25c.

(Purchased in a railroad depot, New York City)

Appearance of Package: Good; 18 pieces, each piece wrapped in a printed wax wrapper.

Box: One-layer, buff printed in red, blue and yellow, kiddie scene, cellulose wrapper.

Color: Good. Texture: Good. Flavors: Good.

Remarks: A good looking pop package and neatly packed. Pieces were well flavored. One of the best pop packages that the Clinic has examined this year.

Review: This package of Pops was the best because the candy was in good condition. Colors and flavors were of the best. In many pops we find nothing but acid is used for flavors, some have flavors that are hard to identify. It pays to use good oils in all kinds of hard candy.

#### Code 10I 37 (October, 1937)

Peanut Brittle—12 ozs.—25c. (Purchased in a drug store, Boston,

Mass.)
Appearance of Package: Very good.
Box: One-layer type, gold foil paper,
printed in blue and red, cellulose

Brittle-Color: Good. Texture: Good.

Peanuts: Well roasted. Taste: Good. Remarks: A good eating peanut brittle, neatly packed in a very attractive box. The best box of peanut brittle that the Clinic has examined this year.

Review: A peanut brittle package was picked for the best in another issue but this package is also outstanding. Brittle was very well made and if anything a trifle better eating than the other sample that was picked out. The other sample was packed in an expensive can selling at 49c the pound.

#### Code 10H 37

(October, 1937)

Assorted Home Made Candies—

(Purchased in a retail store, San Francisco, Calif.)

Appearance of Package: Fair (see remarks).

Box: One-layer, brown linen paper, name embossed in brown.

Appearance of Box on Opening: Fair. Contents — Vanilla Brazil Caramel, Light Coating Top and Bottom: Color, good; texture, good; taste. good. Chocolate Marshmallow Caramel: Color, good; texture, good; taste, good. Assorted Cream Nut Squares: Good. Vanilla Nut Fudge: Good. Chocolate Nut Fudge: Good. Honey Nougat Squares: Good. Cream Daisies: Good. Mint Cream Leaves: Good. Half-Dipped Almond Paste Acorn: Good. Pecan Nougat Slice: Good. Walnut Fudge: Good. Vanilla Cream and Walnuts: Good. Pecans and Cream: Good. Pecan Jellow Mallow: Good. Mint Paste and Marshmallow Half-Dipped: Good. Vanilla Caramel and Almonds Half-Dipped: Good. Chocolate Coated Chocolate Almond Caramel: Good. Chocolate Nut Coated Vanilla Cream: Good. Chocolate Coated Maple Cream: Good. Chocolate Coated Chocolate Paste: Good. Light Chocolate Coated Orange Cream: Good. Light Chocolate Nut Coated Chocolate Cream: Good. Chocolate Coated Coffee Paste: Good. Light Chocolate Coated Marshmallow: Good. Light Chocolate Coated Peppermint Chocolate Paste: Good.

Assortment: Good.

Remarks: Suggest a cellulose wrapper be used. Divider was cheap looking; a silver top divider would give the

box a better appearance when opened. Suggest a few more hard and chewey pieces be used and less of the chocolate paste centers. The nougat would look better if it was wrapped in cel-

lulose or wax paper.

Review—This is the best home-made candy box that we have examined this year. Assortment was exceptionally large and candy was good eating. Neatly packed and well planned. The box was shipped from San Francisco, Calif., so we have to make an allowance for the appearance of the box when opened.



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#### Code 10T 37

(October, 1937)

Mint Chocolate Bar—1½ ozs.—10c. (Purchased in a cigar store, Boston, Mass.)

Appearance of Bar: Good.

Size: A trifle small for a 10c chocolate bar.

Wrapper: Dark brown and green, inside wrapper of foil.

Chocolate—Color: Dark. Gloss: Good. Moulding: Good. Taste: Good.

Remarks: This is the best bar of its kind that the Clinic has examined this year. Chocolate is well made. has a good chocolate taste and well refined. The wrapper is different, neat and attractive.

Review: A mistake in the price of this bar was made by the clerk. The price is 5c. Bar is the best of its kind that the Clinic has examined because it is difficult to get a peppermint flavor that will maintain its original flavor for any length of time in chocolate. Flavor was very good, chocolate was well refined, wrapper was neat and attractive. Should be a good 5c chocolate bar for the male trade.

#### Code 10U 37

(October, 1937)

Chocolate Almonds—1½ ozs.—10c. (Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good. Openface tray, printed card inside, cellulose wrapper. 16 pieces.

Size: Good.

Coating (Dark)—Color: Good. Gloss: Good. Taste: Good.

Almonds: Well roasted, medium size.

Remarks: A neat looking 10c package.

This is a good eating chocolate almond, not too much coating. Most of the almonds that we examine are coated entirely too thick.

Review: This package of almonds was picked for the best because the almonds and coating were of the best quality. Almonds in most cases are coated entirely too thick, which spoils the eating quality—all you can taste is chocolate. Cheaply priced at 10c for sixteen almonds.

#### Code 11M 37

(November, 1937)

Peanut Block-1c

(Purchased at a stand, New York City.)

Appearance of Piece: Good. Inside wrapper of wax paper, outside yellow, band printed in blue and white.

Size: Good.
Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best 1c peanut toffy bar that the Clinic has examined this year. Well made and neatly wrapped.

Review: For a 1c peanut bar this one is outstanding. Peanuts had a good fresh taste and just the right amount of candy was used to make it good eating.

#### Code 110 37

(November, 1937)

Hallowe'en Novelties-No weight-

(Purchased in a retail store, Chicago, III.)

Appearance of Pieces: Good. Pumpkins and little men.

Size: Good.
Colors: Good.
Texture: Good
Moulding: Good.

Flavor: None could be tasted.

Remarks: Pieces are well made and good looking. Suggest a good flavor be used as no candy of any kind tastes good unless it has a good flavor.

Review: While this piece lacked flavor, it was a good looking novelty, one of the best 1c novelties on the market this year.

#### Code 11D 37

(November, 1937)

Vanilla and Chocolate Nougat Caramels—3 for 1c

(Purchased in a grocery store, San Francisco, Calif.)

Appearance of Piece: Good. Cellulose wrappers.

Colors: Good.
Texture: Good.
Taste: Good.

Remarks: This is the best caramel piece at this price that the Clinic has examined this year.

Review: We examine a large number of caramel pieces during the year, but most all are anything but good. These pieces were well made and were good eating.

#### Code 11R 37

(November, 1937)

Cordial Cherries-1c

(Purchased at a fruit stand, New York City.)

Appearance of Piece: Good. Red foil wrapper.
Size: Good.

Coating: Good for a 1c piece.

Center—Cherry: Good. Cordial: Good. Taste: Good.

Remarks: This is the best 1c cherry that the Clinic has examined this year.

Review: This cherry was outstanding for a 1c seller, well made, a good eating cherry and well flavored.

#### Code 11Q 37 (November, 1937)

Cordial Cherries—1 lb.—25c (Purchased in a 5c and 10c store, Buffalo, N. Y.)

Appearance of Package: Good. Twolayer box, printed in red and blue, sprays of cherries and leaves, cellulose wrapper.

Appearance of Box on Opening: Good.

24 pieces.
Coating: Dark.
Color: Good.
Gloss: Good.

Taste: Good for this priced candy. Center—Cordial: Good. Cherry: Good.

Flavor: Fair.

Remarks: This is a good box of cherries at this price. Suggest a cherry flavor be used in the cream as center lacked flavor.

Review: As a rule the 25c and 29c a pound cherries are very poor samples of cordial cherries, rank coating, hard tasteless coatings and tough cream instead of a cordial. These cherries were good eating, cordial was good but lacked flavor, cherries were very good for a cheap priced cherry box.

#### Code 11W 37

(November, 1937)

Chocolate Panned Peanuts— 1 lb.—20c

(Purchased in a 5c and 10c store, New York City.)

Appearance of Piece: Good.
Coating (Light)—Color: Good. Gloss:

Good.
Panning: Good.

Taste: Good.

Remarks: A well-made panned peanut
to be sold in bulk. Good eating. Peanuts were well roasted and had a
good fresh taste.

Review: For pan work these peanuts were the best in this price field. Panning was well done and finish was better than we find on many high priced pan goods.

#### Code 11FF 37

(November, 1937)

Sugar Wafers—2/3 oz.—1c (Purchased in a retail candy store,

Boston, Mass.)
Size: Good. Printed glassine wrapper.

Size: Good. Printed glassine wrappe Colors: Good.

Texture: Good. Flavors: Good.

Remarks: This is the best 1c package of sugar mints that the Clinic has examined this year.

Review: There are a number of 1c packages of sugar wafers on the market and most of them are hard and tasteless. These wafers were well made and were well flavored, wrapper was neat and attractive looking.

#### Code 11J 37

(November, 1937)

Milk Chocolate Bar—3/8 oz.—1c (Purchased in a chain department store, Chicago, Ill.)

Appearance of Bar: Good. Inside foil wrapper, brown outside wrapper printed in silver.

Size: Good.
Color: Good.
Texture: Good.
Moulding: Good.
Taste: Good.

Remarks: This, in the Clinic's opinion, is the best 1c milk chocolate bar on the market.

Review: This chocolate bar had a good milk taste, well refined and was good eating.

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lon.

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#### MACHINERY FOR SALE

FOR SALE: A Bausman Chocolate Refiner complete with discs and two 500-lb. capacity remelting kettles; a Savage Papoose No. 2 Model F. Marshmallow Beater; one Rose Twist Wrapping Machine, 750 a minute, making size approximately 1/2 inch wide, 1/2 inch thick by about 13/8 inches long, wraps either caramel or hard candy in cellophane or wax with or without an understrip, used less than two years. Chase Candy Company, St. Joseph, Missouri.

MACHINERY FOR SALE: Two Rose S. E. Eagle Caramel Wrappers for cellophane or waxed paper, speed 400 pieces per minute. Size Practically brand new-7/8×7/8×5/8. will sacrifice. Address K-11373, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

FOR SALE: 2 power caramel cutters, 1 power caramel sizer, 1 Racine continuous sucker machine, 18foot York batch roller, 2 3x8 steel cooling slabs. Will sacrifice for immediate sale. Perfect working condition. The Max Glick Company, Cleveland, Ohio.

FOR SALE: At your own price, to close an estate \$5,000.00 confectionery equipment. Ball beater, Springfield Enrober, auto sucker machine, starch buck, etc. Write for list and make offer. Address G-7537, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois

FOR SALE: Model K Kiss Machine, National A. D. Wood Mogul, Universal Coater 24-in. complete with 40-foot tunnel, detailer, bottomer, automatic 'feed and temperature control. Box 935. Arcade Station, Los Angeles, California.

MACHINERY FOR SALE: Ice machine, Depositor Triumph beater, marshmallow beater, caramel cutter, nougat cutter, copper pan. H. L. Feldman, 2500 W. 25th St., Cleveland, Ohio.

#### MACHINERY FOR SALE

FOR SALE-24" N. E. Chain Decorator. Model "KD" Package Machinery Kiss Wrapper. 1,000 lb. Werner Syrup Cooler,

Vacuum Type.

Ideal Caramel Wrappers, 3/4"x3/4", %"x%", %"x1\%" and 1"x1".

Hildreth Double Arm Pullber,

Motor Drive.

Many other items. All rebuilt and uaranteed. Savage Bros. Co., 2636 Gladys Avenue, Chicago, Ill.

MACHINERY FOR SALE: 4 H. P. Gas Fired Vertical McKee Boiler, High Pressure with pressure control. W & F Mfg. Co., Inc., 128 Lakeview, Buffalo, N. Y.

FOR SALE: 32-inch National Equipment Coater, motor driven, with automatic temperature control, automatic feeder, 32-inch Kihlgren Stroker, National Cold Box and Packing Table. In exceptionally good condition. Will sacrifice for immediate sale. Address E-51037, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

FOR SALE: Werner Ball Machinery; York batch roller; forced draft furnace with motor and blower; real bargain. Address E-5837, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

FOR SALE: Nat. Equip. Starch Cleaner, \$100.00. Also N.E. 300-lb. Cooler and Beater \$225.00. A-1 con-dition. Address F-6537, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

FOR SALE: At a sacrifice, one Racine Kiss Depositor complete with new Swedish steel belt; 100 heavy duty chocolate pans, capacity 100 pounds each; one Rockwell mixer, 2,000 capacity; one Racine depositor with traveling shaking unit. Blumenthal Brothers, Margaret & James Streets, Philadelphia, Pennsylvania.

STEAM BATCH WARMERS, Nutpicking Machine, Starch Trays, Time Clocks, Scales, Display Jars, Display Racks, etc. L. C. Blunt, 1647 Blake St., Denver, Colo.

#### MACHINERY FOR SALE.

FOR SALE: 4 16-in. and 1 24-in. National Equipment enrobers, 1 Gabil Plastic Machine and other candy manufacturing equipment. Write Robert A. Johnston Co., Milwaukee, Wis.

MACHINERY FOR SALE: Greer Chocolate Cooling and Packing Conveyor Table. Plaque system. Bargain price. Brecht Candy Company, Denver, Colo.

MACHINERY FOR SALE: Racine Die Pop sucker machine with Golf Ball die, A-1 condition. Address F-61837, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

#### MACHINERY WANTED

WANTED: Glassine bag filler. Popcorn and nuts, five bar wrapping machine, steam jacket stirring kettle. Van Fleet, Pecon Grove, Derry, Louisiana.

MACHINERY WANTED: One chocolate bottomer for sixteen inch enrober. One Vacuum Cooker for steam about thirty or forty gallon capacity. One Friend Hand Roll Machine. Please state Model and capacity. Address K-11375, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

WANTED: Fully equipped nickel bar and hard candy manufacturing plant. Equipment to be moved. Send list and price. Must be bar-gain price. P. O. Box 927, Charlotte, North Carolina.

MACHINERY WANTED: Wanted one tin foil star or bud wrapping machine. Supply all details as to the production and make. Address I-9437, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

WANTED TO PURCHASE: Savage Model "S" No. 3 Fire Mixer, complete with electric motor drive and blower type gas furnace. Must be in A-1 condition. Also Savage or Holmberg 50-gallon steam mixing kettle, double action agitators. Pelican State Candy Co., New Orleans, La.



## THE MANUFACTURING CONFECTIONER'S

# -CLEARING HOUSE-

#### MACHINERY WANTED

SUGAR COATED peanut stirrer for Savage Model S 24" open fire kettle. Address I-9637, % Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

#### HELP WANTED

HELP WANTED: Foreman, thorough knowledge cleaning, husking, dry of seed, food stuffs and other dry vegetable products. State age, experience, salary, etc. Address L12374, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

WANTED: Experienced candy men now calling on trade to service a product to that industry. Reply stating experience, territory covered and references. Address L12372, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

HELP WANTED: Foreman for Marshmallow, Cream and Gum Department of large manufacturer. Must have practical experience in making above lines on a large scale and be able to handle moguls. Good opportunity for the right man. Give age, experience, references and salary expected. Address K-11371, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

EXPERIENCED CARAMEL MAN WANTED: By large candy manufacturer in Buenos Aires, Argentina, on a one or two year contract basis. Fare guaranteed both ways. This is a fine opportunity for a high grade caramel man to see the world with traveling expenses paid and earn a good salary. Should speak Spanish or German. Address J10137, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

#### HELP WANTED

WANTED: HELP Experienced salesmen now contacting chain store managers and leading variety stores. We pay a high commission and offer a splendid quality bulk line at low prices. Following territory available: Albany, Buffalo, Chicago, Cleveland, New England States, and Pittsburgh. Give full details as to experience, trade covered, and lines now being carried. Address F-61337, % The Manufacturing Confectioner Publish-ing Company, 400 W. Madison St., Chicago, Ill.

MOGUL OPERATOR WANTED: Must be experienced in operating steel moguls. In answering, please give full details. Address F-6237, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

HELP WANTED: Gum Department Foreman. Experienced. Making good grade jellies. Give experience in full. Address F-61937, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street. Chicago, Illinois.

WANTED: By bubble gum factory, a man who knows something about the manufacture of Bubble gum base. State experience and qualifications. Replies treated confidentially. Address K-11379, % The Manufactur-ing Confectioner Publishing Com-pany, 400 W. Madison Street, Chicago, Illinois.

#### POSITIONS WANTED

POSITION WANTED: Foreman to take complete charge of enrober and chocolate department. Can give you number 1 results. Have had 18 years' experience in the chocolate business and the handling of help. I am married, 35 years old. Can give you the best of references. Sober and industrious. Would like to correspond with reliable firm in regards to same. Can come at once. Address L12373, The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

#### POSITIONS WANTED

POSITION WANTED: Enrober Foreman and Chocolate Pan Man of twenty years' experience from bean up. Have been in charge of the largest departments in America. Where efficiency counts, I am your man. Have best of references and know all lines. I will save you money in these departments. Address L12375, %
The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED - SUPERintendent who has been with large houses open for engagement. Have original ideas and high production rec-ord. Have perfected 2 new 5c bars which I believe will be very successful. Address L123711, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

SUPERINTENDENT for many vears in charge of one of the largest factories in middle west is available for connection with first class factory making general line. For the past two years have been doing special efficiency work, such as rearranging and installing equipment to effect short cuts and labor saving. Also developed new items. Can furnish best of references. Address L12376, % The Manufacturing Confectioner Publish-ing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED: Master Candy Maker and Chewing Gum Maker desires to make change. Make chicle base from crude gum. Thoroughly capable in all branches of candy manufacturing industry. Available February 1, 1938. Address K-11372, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

POSITION WANTED: Pan man desires change. 25 years' experience working with leading factory in Middle-West. Expert in chocolate pan work. Steam and cold grosing, also finishing and polishing. Best of references. Can take charge of pan department. K-113710, % The Manufacturing Confectioner Publishing facturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.



#### POSITIONS WANTED

POSITION WANTED: Superintendent with practical experience in manufacturing a general line. Possessing the requirements to run your plant. At present employed. A steady, reliable worker. Address J10737, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Plant Superintendent. Practical candy man, at present employed, desires change. Well versed in all branches of candy manufacture and production ability to develop the utmost from your present set-up as well as originate new ideas or items. Can handle help efficiently and work with sales department effectively. Have been connected with only three outstanding firms in twenty years. Would appreciate hearing from those who have a real opportunity open. Age 38. Address I-9537, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED: Superintendent with exceptional ability as a practical candymaker international experience seeks opening in medium sized plant, willing to invest from five to ten thousand dollars in a strong financially sound, progressive firm making fine goods, not interested in penny or cheap chain goods. Advertiser is well qualified on production of high class packages and 5c quality numbers. Address C3937 The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED: Available as superintendent or will take charge of a department. Thoroughly experienced in all lines, particularly qualified in the manufacturing of caramels, fudges and cream work. Quality production at lowest cost. Address J10237, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

#### POSITIONS WANTED

POSITION WANTED: Candy Department and Soda Fountain Buyer and Manager. Young man desires position with large department store as buyer and manager, preferably in the central states. Will go anywhere. Fully experienced, desiring to make a change. Have had 20 years' experience as candy maker and fountain supply man. Also 12 years of department store merchandising, buying and advertising. Am married, have strictly sober habits, can promote new ideas and furnish results. Can also furnish the best of references. Address I-9337, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED — Factory Superintendent with 23 years of practical background of experience with large candy manufacturers of national repute. Industrious, adaptable and tactful. I am competent in handling of both male and female personnel and can insure the best of employee co-operation on matters of production Good executive and organizer. Canget maximum production at a minimum cost. Reasonable salary. Address B21137, % The Manufacturing Confectioner Publishing Company, 400 Madison Street, Chicago, Ill.

PRODUCTION MANAGER: Long, successful experience in the manufacture of general lines of medium and high priced chocolate covered package and bulk goods, gums, jellies, pan work, crystal work, chocolate dragees, glace fruits. Understands manufacture of cocoa, chocolate and coatings from bean up. Cost prices. Good systematizer. Address G71137, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

POSITION WANTED: An experienced enrober foreman with 24 years' experience. Knows all kinds of enrobers. Furnish best of references. Address J10337, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

#### POSITIONS WANTED

POSITION WANTED: CANDY Maker, wholesale or retail. years' practical experience, thorough knowledge in all lines, including high grade counter goods, chain store items, penny, bulk and bar specialties, pan goods, etc. Can create new and seasonal items. I have the educational, physical and practical requirements to take complete or departmental charge and obtain maximum production at minimum cost. Simplified accurate cost finding and stock control. American, 45, married; will go anywhere. Address F-61437, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois

POSITION WANTED: As foreman or assistant superintendent by thoroughly experienced all around candy maker. 18 years of experience in large retail and wholesale plants. Familiar with modern equipment and methods. Capable of figuring costs and handling help to the best advantage. 35 years of age and willing to go anywhere. Address E-5637, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Candy Buyer, 15 years' intensive, analytical sales producer with unbeatable record for stock turnover; biggest sales in smallest space proportionately larger sales than any other department in the chain store field; money maker and prestige builder. Salary nominal; opportunity paramount. Address J10637, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: First class all-round candy maker, over 25 years' practical experience in retail lines, wishes to make a connection with reliable concern. Can handle help. Can also figure costs. Quality candy produced. Excellent references. Address I-9737, % The Manufacturing Confectioner Publishing Company, 400 West Madison St., Chicago, Illinois.



## THE MANUFACTURING CONFECTIONER'S ——CLEARING HOUSE——



#### POSITIONS WANTED

POSITION WANTED: Superintendent-Practical candy maker, 30 years' experience making a general line for firms selling the retail, jobbing and chain stores, understand costs, processing and production methods to produce maximum volume at a very low cost. Prefer a connection with a firm interested in selling bars and bulk items to the jobbing and chain store trade and having sales contacts to get volume sales of quality merchandise. Starting salary not as important as the right connection. Address G-7737, care The Manufacturing Confectioner Publishing Company, 400 W Madison Street, Chicago, Iliinois.

IS YOUR BUSINESS AILING? I have cured many production and merchandising ills in candy plants. Experience of 12 years as production executive, organizer and sales booster. Have owned and operated own plant, served as assistant merchandise manager of national mercantile house and managed successful sales organizations. Have close contact with sales syndicates. Straight salary, or salary based on profits of the business. K-11376, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

#### SALES REPRESENTATIVES

SALESMEN WANTED: To call on confectionery, tobacco jobbers and department stores. Penny Easter marshmallow number. Big seller. Commission. Address L12371, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

SALESMEN WHO DESIRE to increase their earnings by taking on a line of high class popular price sugar coated pan specialties. Prefer those contacting chain, syndicate and department stores. When writing give full details regarding territory and lines now showing. Address L12379, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

#### SALES REPRESENTATIVES

SALESMAN WANTED to carry line of novelty mirror containers for candy. Many territories open. Liberal commission. Address Box No. 78, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

#### LINES WANTED

LINES WANTED: Desiring to obtain one or two more lines of candies. At present covering the following states: Kansas, Nebraska, Iowa and Missouri. Need a line containing some good penny items and novelties. Also a line containing some good draw deals both 5c and 1c. Address L12377, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

LINES WANTED: Salesman covering the state of Pennsylvania excluding Philadelphia is open for a representative line or outstanding specialties on straight commission basis. Best of references furnished. Cover territories regularly by automobile. Fifteen years' experience and very large following with confectionery jobbers. Address K-11374, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

LINES WANTED: Distribution for new lines, both chocolates and hard packed or bulk. Metropolitan area of New York Life Salesman. Volume guaranteed after trial of three months. Reference exchange. K-11377, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

WANTED: Candy Lines of Chain Stores, Department Stores, Bulk, Specialty Items, Count Goods and Packages. Address J10537, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

LINES WANTED: Salesman wants line of bulk candies which can be priced for chains, also Xmas packages. Pittsburgh territory including coal fields of Western Pennsylvania. Hurry reply to I-9137, care The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

#### MISCELLANEOUS

OLD ESTABLISHED CANDY FACTORY FOR SALE: Includes real estate and building free of debt. Fully equipped for making a general line of bulk and count goods; low priced labor and fuel; business has made present owner a neat fortune. Will sell at one-fifth its appraised value and arrange terms. Address L123710, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Illinois.

FOR SALE: EQUIPMENT for HOLLOW CHOCOLATE FIGURES, consisting of a Mould Filling Machine, Tumbling Machine and a large variety of moulds slightly used, in perfect working condition; splendid opportunity. Address K-13711, % The Manufacturing Confectioner Publishing Company, 400 W. Madison Street, Chicago, Illinois.

FORMULA FOR SALE: Choc-Kel, the new delicious Ice Cream Sucker Coating in all flavors and colors. Formulas for over 300 kinds of candies and all fountain goods and syrups for sale. Mr. Dommin is making a tour of the U. S. the coming summer and will teach you how to make these candies at the lowest cost and still have quality. Kindly make arrangements as soon as possible. Dommin's, Inc., 4364 Pearl Road, Cleveland, Ohio.

FOR SALE: Large quantity folding boxes, yellow tops, white bottoms, size 11x7¼x1¾—all new. Are overstocked on these and will sell very cheap. Address J10437, % The Manufacturing Confectioner Publishing Company, 400 W. Madison St., Chicago, Ill.

FOR SALE: The patented name "Appladay." Applicable to the use of a confection pie or apple juice drink. It's the one name that carries a silent slogan known to every man, woman and child. Address H. P. Hanson & Co., 221 E. 26th St., Chicago, Illinois.

## THE

## MANUFACTURING CONFECTIONER

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